A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

February 13, 1967

Midwest exporters look ahead

The Dutch at Europe's gateway

Zambia, magnet for U.S. traders

Busy Trade Center year begins

International Trade Winds Newsletter

Company News

WATER TREATMENT—The International Division of Zurn Industries, Inc., Erie, Pa., has inaugurated a bilateral trade agreement with F. W. Brackett Co., Ltd., Colchester, England. Under the agreement, Brackett is licensed to manufacture and sell Zurn water pollution control systems in England and other countries. Zurn has been licensed to make and market Brackett traveling screens and rotating cup pipeline strainers in the United States and Canada. Principal applications for the systems involved are in municipal water supply and waste treatment plants, as well as the power, steel, petrochemical, and paper industries.

STEEL—Swindell-Dressler Co., a division of Pullman, Inc., Pittsburgh, will design, engineer, procure materials for, and manage construction of a multimillion dollar steel works near Mexico City. The installation, with a capacity of 250,000 metric tons annually, is being built for Hojalata y Lamina, S.A., one of Mexico's three largest steel producers. Construction is set to begin in the spring of this year, with completion scheduled for early in 1969.

COMMUNICATIONS—RCA Communications, Inc., New York, has announced the establishment of direct telex service between the United States and Liberia. The new communications link will be provided jointly by the Liberian Government Department of Posts and Telegraphs. RCA already provides direct message telegraph communication between the two countries. The new telex link extends RCA's service to 120 overseas points.

CHEMICAL EQUIPMENT—The Chemical Plants Division of Blaw-Knox Co., Pittsburgh, has received an order from Mitsubishi International Corp., New York, for a soybean extraction system and a desolventizer-toaster unit and related equipment, to be located at a plant near Kobe, Japan and operated by Japan Soya Products Co., Ltd. The plant will have a capacity of 1,500 metric tons per day and will be the largest soybean processing plant in Japan.

"Never Better Were Conversations for Expansion of U.S.-Portugal Trade" was the headline in Lisbon's Diario da Manha about the results of the recent U.S. Trade Mission that visited the Portuguese capital. Three other papers in Lisbon and one in Oporto featured the same news. This kind of attention accompanies Commerce Department's Trade Missions wherever they go—a result of careful advance planning and thorough followup.

Two lessons in staging commercial exhibits overseas were relayed by U.S. observers from a Japanese metalworking show in Taiwan. The 50 firms allied with Japan's JETRO organization kept their exhibition starkly simple—and clicked with the Taiwanese factory operators who like things unadorned. They also labeled the business office a Technical Information Center—good psychology in a developing country that admires technology.

Ten more registered Holstein heifers from Maine are now on the high seas heading for Milan, Italy. Their journey really started last summer when two State of Maine agricultural promoters went to the Milan Agricultural Fair and the Cremona Dairy Show. There they met Giovanni Maranesi of Interbovim-Milan, whose company has now bought 8,000 head of U.S. cattle to improve Italian dairy herds. More such purchases are on the way.

"Do you make this product?" 9,000 firms selected by Commerce's computer from its American International Trader's Index were asked this and other questions concerning 25,000 Trade Opportunities sent to them during December and January. Voluntary replies have been received on more than 13,000 items indicating great interest in the Trade Opportunity program.

Advanced U.S. industrial design goes on display soon in three Russian cities--Kiev, Moscow, Leningrad. U.S. firms assisting the U.S. Information Agency will show the Russians such things as a '67 auto, mobile home, industrial inspection tools, surgical probes, fire hydrant, gear shifts, pancake motor, air impact wrench, electronic calculator, and home appliances. Their point is that U.S. products are not only efficient, but functionally attractive.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

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in this issue

In mid-February the attention of the U.S. international commerce community turns to the annual Chicago World Trade Conference. Chairman Robert Biesel sets the conference in perspective in a special article for INTERNATIONAL COMMERCE on page 2. Six pages of commercial exhibition news are in this issue, beginning on page 6, with primary attention on U.S. Trade Center shows. The Netherlands and Zambia are featured in the Worldwide Business Outlook section that begins on page 12.

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MIDWEST AREA HAS 45% OF U.S. EXPORTS

These traders look ahead

Chicago's 30th World Trade Conference aims at further increase in market activity

By ROBERT G. BIESEL

As the gates of the American and Canadian locks in the St. Lawrence Seaway system opened in 1959, the labels "isolated" and "inland" Midwest were completely and irrevocably washed away. And the Midwest and world trade are becoming more and more important to each other.

BIESEL

The Mid-American region, with Chicago as its focal point, accounts for an estimated 45% of the nation's export trade, and is considered to be the country's largest consumer of imports.

And joining such industrial giants as International Harvester, Caterpillar Tractor and others who have been involved in foreign trade for over a century, are the medium and smaller firms. They have come to know that world markets do offer more opportunities for growth and profit than ever before, and that there is no reason to be deterred from buying and selling abroad by any real or fancied complexities of international commerce.

World view

World trade, world markets and the international flow of trade are now an established way of commercial life among the community of nations. The United States' average of approximately 5% exportation of our Gross National Product, however, is nothing to be overly enthusiastic about, considering that many of our competitor nations export an average of 15% of their GNP.

In other words, we have not really scratched the surface of our export potential. This refrain is uttered and echoed constantly, particularly in connection with the frustrating and often depressing continued imbalance in our national payments.

The biggest and best reason for exporting today is the latest economic projections: The current export sales rate of $29 billion annually is expected to reach $50 billion in ten years. By 1970 world population is expected to increase by 400 million persons, creating a vigorous need and demand for all sorts of products and services.

According to the U.S. Department of Commerce outlook for 1967 alone, a further increase of U.S. trade is in prospect, with exports advancing almost as strongly as in 1966, when an estimated 11% increase was recorded. It, therefore, is apparent that more and more forward-looking sales executives are expanding their horizons beyond the continental boundaries, because sales potential dosen't stop at land's end.

Once we realize that the whole world is one market, that every nation knows about and wants to imitate the American standard of living, and that there is a growing middle class with buying power, we can overcome that remaining fear of export which often is camouflaged as a "why bother—who needs it" attitude.

Now while the opening of the St. Lawrence Seaway and improved transportation and communication facilities helped to internationalize the Middle West and played a role in the increase of foreign trade in the area, it was not the overriding factor. An important factor has been, and continues to be, the leadership of the international trade community in the area, which points out that export expansion requires more than extensive production resources and sales talents.

Mr. Biesel is chairman of the 30th Chicago World Trade Conference being held Feb. 15 and 16 at The Palmer House. He is vice-president and head of the General American Transportation Corp. of Chicago, a firm he has served for 22 years. Earlier he was with the Chase National Bank in New York, Shanghai and Hong Kong. He also served with Swan, Culberton & Fritz in Shanghai before he was interned at Shanghai in 1942-'43.

He is a graduate of Dartmouth College and the Harvard Business School. He is a vice-president of the International Trade Club of Chicago.

Through world trade associations, Regional Export Expansion Councils, foreign trade-oriented commerce departments in the various states and world trade-minded local chambers of commerce, major efforts are being made to draw more and more of the smaller Midwest firms into overseas business activities.

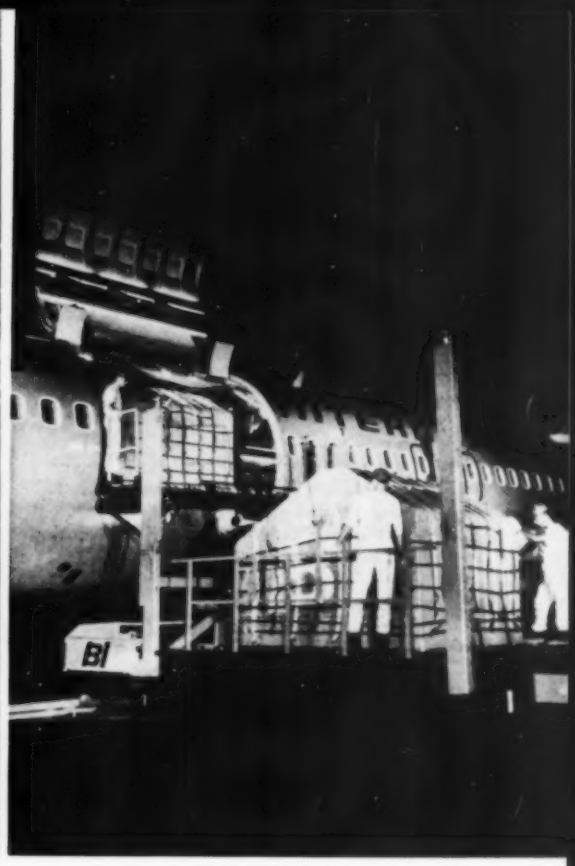
A prime objective of these organizations is to make every businessman, regardless of his product or his payroll, aware of his unlimited potential in the world market. No firm is too large, or too small, to overlook this opportunity in terms of increased sales and profits. There is neither mystique nor mystery to doing business internationally. And, if you want to be patriotic about it, every new American firm to enter a foreign market adds a little more weight on the positive side of our international balance of payments account.

Illinois near top

How have these efforts fared? Illinois with its major production centers nearly a thousand miles from the nearest saltwater seaport is nonetheless a consistent contender for the nation's leading export state crown. In the last Commerce Department study of the origin of exports of manufactured products, published in 1965 and covering a comparison between 1960 and 1963, Illinois ranked third among the states in the value of manufactured goods exported. The states of illinois, Ohio, Wisconsin, Michigan and Indiana produced close to 27% of the country's exports of manufactured products in 1963, and averaged a 19% increase in exports over three years.

The fiscal 1965-'66 report on U.S. agricultural export shares by regions and states places the West North Central and East North Central regions in the lead. The West North Central region contributed a total of $1,785 million, supplying 27% of the nation's farm products exported in 1965-66 and leading all other regions.

Iowa and Kansas were in front, followed by Minnesota, Nebraska, North Dakota, Missouri and South Dakota. Agricultural exports attributable to the East North Central region amounted to



MIDWEST AIR HUB IS WORLD'S BUSIEST. About 15% of all air cargo handled in the U.S. originates at Chicago's O'Hare International Airport, served by 29 commercial airlines. About 20% of the international travelers coming to the U.S. clear through customs here. Latest annual figures show that 21 million passengers arrived and departed at O'Hare in a year. Daily average of air movements was 1,400. At right, cargo servicemen at O'Hare load palletized cargo on a Braniff International 727-QC jet for Latin American cities. In minutes the jet changes from passenger to cargo use.

$1,395 million, for 21%. Illinois dominated the region's exports with nearly half of the five-state total. Indiana and Ohio were followed by Michigan and Wisconsin.

Based on projections for manufactured products, measured by the calendar year, Illinois was the nation's leading state in exporting during 1966 as it upped its estimated volume of foreign trade to a new peak.

According to the Illinois Department of Business and Economic Development, the value of Illinois products sold abroad is expected to total $2.7 billion, which is about $180 million higher than in 1965. That estimate is based on the seasonally-adjusted annual rate for the first nine months of the years. Its exports amount to about 9% of the national total.

Combined total

Its lead is based on the combined total of its agricultural and manufactured products sold abroad. It ranks No. 1 in the export of agricultural commodities and is in a virtual tie for second place in the export of manufactured goods.

Illinois' neighbors also are moving up in foreign trade. In 1963 Indiana recorded a total export of manufactured products in the area of $471.9 million. According to the Foreign Trade Division of the Indiana Department of Commerce, total Indiana exports now are approaching $750 million, and the state ranks twelfth in dollar volume of exports. Wisconsin, in 1960, was twelfth in the nation, and by 1965 had moved up to tenth place among states in the value of exports.

Important meeting

One of the foremost endeavors aimed at increasing the Midwest's share of U.S. foreign trade is the annual Chicago World Trade Conference, now in its 30th year, under the joint sponsorship of the Chicago Association of Commerce and Industry and the International Trade Club of Chicago.

In recent years, the Conference planners have attempted to set up a program to instruct executives of medium and smaller sized firms in how to find lucrative markets for their products as well as new product lines from abroad, and to provide a working knowledge of how to conduct international transactions.

Through the years, the Conference also has served as an "operation recharge" for executives of firms well established in foreign markets to obtain new practical pointers on how to solve marketing problems created by an increasingly competitive international marketplace.

Wide participation

The 1967 Conference, in particular, is expected to draw an ever greater participation from throughout the midwest area, attributed in part to increased cooperation from other world trade centers in the area—ranging from the International Trade Club of Kansas City, Mo., to the Cleveland World Trade Association, and from chambers of commerce in Indianapolis, Ind., to Rochester, Minn., and Appleton, Wis.

All are interested in evolving a dynamic new era in international commerce for Mid-America, an era when the top ten exporting states in the nation will be found in the great heartland—not hinterland—of the continent.

FLAG-RAISING OF 'E' AWARD PENNANT at Melabs' Palo Alto plant is attended by (l. to r.) Melabs President Lloyd Addleman; Perry Vartanian; Wes Ayres; Paul Cooper; Philip M. Creighton, director of Commerce's San Francisco Field Office; Herbert Heberling, Commerce's world trade specialist; Ralph Gregorian, president of Melabs, S.A.; and Hugh Warner. Shown at right is a Melabs shipment being loaded aboard a jet for Brussels.

California electronics producer awarded 'E' for doubling exports

Melabs of Palo Alto joined with non-competitor to form international marketing team, achieved gain in 3 years

A California producer of electronics components and equipment has received the Presidential "E" award for doubling up with another small business—and doubling its export sales in three years.

The company, Melabs, of Palo Alto, joined with another small firm which designs and manufactures non-competitive electronic products. The two established an international marketing group headed by a director with European sales experience.

The companies, neither of which could support its own individual international marketing effort, shared the cost. Pooled expenses permitted more frequent visits by company personnel to the market areas than would have been profitable for either company alone.

These visits to the market area enable Melabs to:

- Evaluate sales representatives and their methods directly, to be sure they are providing the most effective sales organization possible in existing markets and extending activities into new, promising areas;
- Ascertain that sales representatives are keeping abreast of product developments and applications;
- Stimulate and maintain enthusiasm of sales representatives for handling the products of Melabs and its partner;
- Emphasize and insist on such good marketing concepts as personal customer service;
- Make personal evaluations of marketing conditions and needs in the various trade areas.

Frequent contact with the sales representatives establishes the kind of long-range personal relationships so important to doing business in Europe, and contributes to building a stable sales force.

Due to the success of the joint efforts in international marketing by Melabs and its partner, each now has its own separate foreign sales organization.

Melabs designs and develops electronic components, specialized receiving systems and scientific instruments for the chemical and bio-medical industries. In the components area, the major element of Melabs' export trade, the company is involved in the research, design, development and manufacture of ferrite, filter and semiconductor components that operate at VHF, UHF and microwave frequencies. Emphasis is on producing miniature devices of conservative design and high performance.

The existence of an internationally-oriented sales force has resulted in many additional benefits to Melabs: new Melabs products have been placed in the U.S. export trade; markets have been developed for existing products not previously exported; overseas visits have been substantially increased; participation in international exhibitions has been expanded.

Planning for the future is a major activity of the international marketing group. Plans include increased technical and commercial support of sales representatives, expansion of the sales force in South America, Japan and Australia, and consideration of marketing certain products in Eastern Europe.

Melabs has always been an enthusiastic participant in European electronics shows and last year attended in addition the IEA Show in London under U.S. Department of Commerce auspices. Company representatives, together with technical personnel, made more trips to Europe last year than ever before to meet with sales representatives and customers.

As part of its export expansion program, Melabs has developed new proprietary products especially for the European market, such as its low-cost UHF-TV isolator and broadband circulator.

Last August Melabs established an international subsidiary, Melabs, S.A., in Brussels, which will direct the marketing operations in Europe, the Middle East and Africa. Melabs, S.A., is also responsible for translating the company's sales literature into German, French, Italian or any other necessary language and adapting the information to local market conditions.

The "E" award was presented to Melabs President Lloyd A. Addleman by Philip M. Creighton, director of the U.S. Dept. of Commerce San Francisco Field Office.

Charles Boehm new director of Field Services

Succeeds Roy Morgan as head of 42-office network

Charles F. Boehm, director of the Commercial Intelligence Division of the Bureau of International Commerce, has been named director of the Commerce Department's Office of Field Services.

He succeeds Roy L. Morgan, who retired Dec. 31.

The Office of Field Services is the agency that brings the full services of the Commerce Department to the nation's businessmen through 42 field offices in key cities in the United States and Puerto Rico.

Mr. Boehm, 52, has been director of the Commercial Intelligence Division since 1956. Before that, he served ten years as deputy director of the division.

Has 26 years service

A former newspaper reporter, Mr. Boehm entered the Department of Commerce in Washington in 1940. In 1944, he was appointed commercial agent in charge of service to business in the Department's New York Field Office. He returned to Washington two years later to become deputy director of the Commercial Intelligence Division.

He was also acting director of the Bureau's Far Eastern Division from September 1958 to July 1959, and acting deputy director of the Office of Trade Promotion from August 1959, to July 1960.

Specializing in trade promotion, he has participated extensively in seminars throughout the country. Special assignments have brought him in contact with businessmen in many parts of the world. He directed U.S. Trade Missions to Italy, Burma, Malaya and Hong Kong, and was a member of U.S. missions to Germany and Spain.

He attended the National War College in Washington in 1955-56, and made official visits to Central and South America in connection with the War College's annual study tour.

Mr. Boehm is a native of Wisconsin and a 1936 graduate of Northland College, Ashland, Wis.

CHARLES BOEHM

Mr. Morgan, born in Morgantown, W. Va., graduated from the University of Virginia, practiced law in Greensboro, N.C., and served 11 years as an FBI agent. He was an assistant prosecutor at the Tokyo war criminal trials, and became legal adviser and counsel of the Ford Motor Co.'s International Division in Tokyo before being named Judge of the U.S. Civil Administration Court for the Far East in 1953. Mr. Morgan came to the Commerce Department in 1960.

'Water for Peace' exposition planned for D.C. in May

Open to industrial firms; part of meeting for 5,000

An exposition open to industry the world over is being planned in connection with an International Conference on Water for Peace to be held in Washington May 23-31. Eight U.S. Government agencies are developing the conference, which is expected to bring together 5,000 delegates.

Subjects for the conference and exhibits include urban, industrial and rural water supply; agricultral and fishery resources; river basin development, flood control and recreation; water pollution control, desalinization, water re-use and management, and education and training.

Water equipment suppliers and manufacturers, water management firms, consulting engineers, companies with multiple water interests, desalinization companies and trade associations are among the exposition participants. Governments of the U.S. and other countries will also present exhibits.

Stanley W. Olsen, of the U.S. Department of the Interior, has been named exposition director by Interior Secretary Stewart L. Udall, who is conference president. The Ralph Whitener Co. is managing the exposition.

Firms interested in participating in the exposition should **write:** Ralph Whitener and Co., 1040 Shoreham Bldg., 806 15th St., NW., Washington, D.C. 20005, or call the company on 202-347-0425.

AMA plans briefing session on East-West trade situation

Six East European officials, British specialist to lead talks

A briefing session to evaluate the East-West trade situation, with attention on current changes, has been planned by the American Management Assn, March 6-8, at the Hotel Pierre, New York City.

A leader of the three-day seminar will be James Bryan Scott, managing director of Black-Clawson Ltd., Croydon, England, who has just been appointed by the British Board of Trade as Deputy Chairman of its newly formed East European Trade Council.

Speakers at the meeting will analyze the principal contractual provisions for negotiating with Eastern European government agencies, methods of protecting industrial property rights in the Eastern bloc and ways of implementing the President's policy for increased trade from both the State Department and Commerce Department points of view.

Speakers include the following: Senator Wayne Morse, a member of the Foreign Relations Committee; Robert L. McNeill, Deputy Asst. Secretary for Trade Policy, U.S. Department of Commerce; officials from the embassies of Bulgaria, Hungary, Poland, USSR, Rumania, and Czechoslovakia. Dr. Harry Schwartz, specialist in Soviet affairs for *The New York Times;* and members of the business community.

EXHIBITION BRIEFS *WORLDWIDE*

INTERNATIONAL PLASTICS FAIR, UTRECHT, NETHERLANDS, Oct. 19-26, 1966. 1,000 exhibitors from 19 countries, 619 of them from outside Holland. 50 AMERICAN EXHIBITORS. Attendance 34,000 down from 45,000 in 1962, the last edition of the fair, but all visitors this year were interested trade buyers. No sales figures, but fair officials said large sales were made in machinery. Next fair set for Fall, 1970.

INTERNATIONAL CLOTHING MACHINERY AND SUPPLIERS EXHIBITION, SYDNEY, Oct. 31-Nov. 4, 1966. Held in conjunction with the Needle Trades Production Conference. 165 exhibitors from 11 countries. 23 U.S. COMPANIES REPRESENTED. Attendance light, but consensus of exhibitors was that trade representation was good and sales forecasts from the show are good. No date yet set for next exhibition.

INTERNATIONAL AUTOMOBILE SHOW, TURIN, ITALY, Nov. 3-13, 1966. 767 exhibitors from 15 countries, including 277 from outside Italy. 62 AMERICAN EXHIBITORS, mostly represented by Italian agents or distributors. Attendance about 450,000, down by 10% from last year, due to the disastrous floods which ravaged the country during the show. All exhibitors highly satisfied with results in spite of the fall-off in attendance. Management estimates that 90% of visitors are either auto dealers or individuals with a strong buying interest. Next show, Nov. 1-12, 1967.

CHILDREN'S CLOTHING SHOW, PARIS, Nov. 5-8, 1966. 194 exhibitors, including 15 foreign participants—14 European and 1 Syrian. NO AMERICAN EXHIBITORS this year. Attendance over 12,000, limited to clothing trade professional people. About 2,000 foreign buyers from throughout Europe. Half of exhibitors felt that substantially increased sales would result from their part in the show. Over 40% of the buyers attending reported placing increased orders at the show this year. Next show, Nov. 5-8, 1967.

Germans need telemetry, remote control equipment for hospitals, chemical, food, other industries

Frankfurt Trade Center show to coincide with U.S. exhibit at ACHEMA in June; aerospace, time-motion items to be featured

Germany stands in second place in terms of electronic production in the free world, but its rate of growth is falling behind that of other countries, notably the United States. Though theoretical understanding remains high, Germany is experiencing many of the same technological and electronic engineering problems which the United States has faced in the past.

These problems are most evident in the space and aerospace telemetry fields. Technology gaps exist both in experience and in the concepts of total systems engineering.

U.S. equipment is highly developed and tested, and is readily available in a great variety of products. U.S. firms interested in cashing in on the rapidly expanding German market for telemetry and remote control equipment will have an opportunity to display their products to a specially-invited audience at the U.S. Trade Center in Frankfurt, June 19-24.

The Trade Center promotion is being timed to coincide in part with the sold-out U.S. commercial exhibition at the International Exhibition and Congress on Measuring, Recording, and Control Instruments for the Chemical Engineering Industry (ACHEMA), which runs from June 21-29. Plans for integration of market development campaigns for both these U.S. trade promotion efforts are now underway.

A professional market survey and customer identification program tailored to the individual requirements of each exhibitor will be carried out, as will an extensive mailing to prospective buyers and licensees. Officials of Government and research institutions will also receive invitations to attend the showing.

Both established exporters and those new to overseas marketing will find the Frankfurt Trade Center show an ideal way to introduce and sell advanced design models and new products in the fields covered by the show. The time is ripe to capitalize on future demands for telemetric, telecommand, and remote control activities as applied to aerospace, industrial, scientific, biophysical-medical, meteorological, and time-motion operations.

In the industrial field, particularly the chemical, food processing petro-chemical, steel, foundry, and textile industries, measurement and control is carried out often with U.S.-made equipment. Rugged, accurate, simple, easily calibrated, stable devices are needed, and very good opportunities exist for U.S. equipment with microelectronic circuits.

Small pulse-code-modulated transmitters are in demand for applications in moving or otherwise difficut locations, such as in rotating mixers, centrifuges, dehydrators, low-temperature ovens, cryogenic devices, nuclear systems, and deep well drilling.

Hospitals modernizing

In the field of biophysical sciences, a number of new hospitals are being equipped with critical ward installations of telemetric monitoring equipment for blood pressure, heart performance, lung function, and encephalographic measurement, using mostly American equipment. Older hospitals are increasingly being converted to the use of similar electronic systems.

Equipment which is specifically in demand and is best suited for showing at the Trade Center exhibition includes digital transmitters and receivers, multiplexers, analog oscillators, voltage controlled oscillators, transistorized converters, tone transmitters and receivers, and various types of wide-band and repeating transmitters.

For further information about participation in the showing of telemetry and remote control items at the Frankfurt Trade Center, contact: John L. Wolf, U.S. Department of Commerce, Bureau of International Commerce (Code 928), Washington, D.C. 20230, telephone Area Code 202, WOrth 7-4733.

POWER SUPPLY UNIT (above left) is the subject of discussion between Rowan Controller Co.'s United Kingdom agent and a British government official. The European manager for Automatic Timing and Controls (at right in above right photo) shows firm's electronic products to customers.

Thirty firms show electrical control items

Prospects for sales, agency agreements promising at London Trade Center

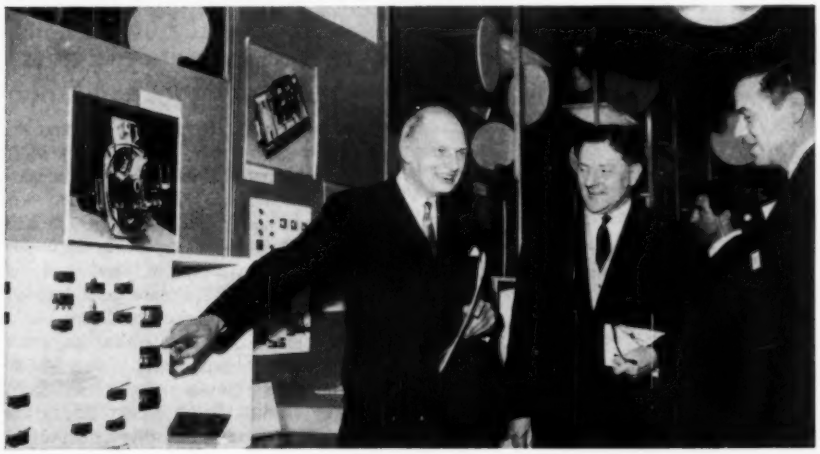
By the end of the first week of the show of electrical control equipment at the London Trade Center, the thirty U.S. firms represented in the exhibition were pleased with sales prospects and new agency agreements in the offing.

Claude Lyons was negotiating for orders totaling $140,000 during the show, which ran from Jan. 17-27, and Bristol Motors Division expected sales of over $200,000.

Electro-Craft, the only participant actively seeking initial representation in the British market, had three firms interested in agency agreements, and Tork Time Controls has lined up five additional distributors. Cherry, Kole, Thomas & Betts, Simplex, and Westinghouse all report that they received a number of firm inquiries from British companies interested in representing their products.

Attendance by the end of the first week totaled over 600, with another five days still to go at that time.

MERCURY RELAYS shown by Adams and Westlake (above left) drew great attention at the show. Vice president D. Schwarzkopf of Unimax Switch (at right in below left photo) shows his firm's specialized products to potential British buyers. Ronald Baker, sales manager for Tork Time Controls, Ltd. (at left in below right photo), shows time clocks to two officials of Britain's Government-controlled Central Electricity Generating Board.



SPECIAL PHOTOGRAPHIC DISPLAY of masterpieces by famous photographers and contest photos by local students highlighted the Famous Artists School show (above). German National Television cameramen covered the show (below), the first of its kind to be held by a school at the Frankfurt Trade Center.

German branch of correspondence course uses Frankfurt Trade Center for exhibit

Two showings of paintings by amateurs, photographs by faculty members convinces many students to sign up for Famous Artists School instruction

"Impossible," said the president of the Famous Artists School in Germany when his marketing director suggested using the facilities of the U.S. Trade Center in Frankfurt to promote the courses offered in painting and photography by the school.

The school knew of the Center's success with displays of products ranging from computers to chickens, but selling the idea of a school system was another matter. Despite their fears, executives of the German branch of the noted U.S. correspondence course decided to try the Trade Center as a gallery for the talent they had discovered in Germany.

A showing of paintings, "Berliners paint Berlin," was held in August 1966, showing the works of amateur painters who had taken the Famous Artists course. Response was so encouraging that the school again used the windows and exhibit space of the Center in October 1966 to show photographs taken by some members of the U.S. faculty of the school, including such notables as Alfred Eisenstaedt and Philippe Halsman.

The school signed up over 30 people who visited the first showing, and an additional 50 students were enrolled as a result of the extensive publicity given to the display by German television and newspapers. School officials judged the October showing to have been four times as successful as the first one.

Negotiations are now under way for possible repetition of the shows at the U.S. Trade Center in Milan when the Famous Artists School introduces its courses in Italy during 1968.

Employers' group plans talks in conjunction with August Melbourne engineering show

The Victorian Employers' Association in Australia has planned a series of seminars during 1967 for an exchange of production know-how between overseas and Australian manufacturers. Of greatest interest to U.S. firms are the conferences on "Plant and Productivity," scheduled to coincide with the U.S. exhibition at the Fourth International Engineering Show in Melbourne, Aug. 7-12.

One seminar will be held in Sydney on Aug. 1 and 2, and a second will be held during the engineering exhibition in Melbourne, Aug. 8 and 9.

The sponsoring group has expressed hope that American and other international exhibitors at the Melbourne show will attend one or both of the scheduled meetings. Timing has been planned in cooperation with the organizers of the show, so that conflicts will be minimized.

Write: Victorian Employers' Federation, Federation House, 342 Flinders St., Melbourne C.1., Australia.

British Columbia fair called North America's biggest ever

Billed in advance by its organizers as the largest trade fair ever on the North American continent, the British Columbia International Trade Fair will take place May 17-27. The project is reported to be 20% larger than any previous trade fair held in Vancouver, and the 85,000 square feet of inside floor space have been booked by the 15 countries with national exhibits at the show.

Write: British Columbia International Trade Fair, Vancouver, British Columbia, Canada.

South Africa to show sports goods at outdoors exhibition

U.S. exhibitors have been invited to participate in the 1967 Rand Daily Mail Great Outdoors Exhibition in Johannesburg, South Africa, Sept. 7-14.

The show will feature boats, house trailers, camping gear, and miscellaneous other sporting equipment, and will be held in the 135,000 square foot hall of South African Industries at Milner Park. The fall exhibition will again be associated with the annual Rand Spring Show.

Write: Laurie Stevens, Exhibition Sales Manager, Rand Daily Mail, P.O. Box 1138, Johannesburg, South Africa.

Printed circuit tools get high attendance from German buyers

Demonstration of new machinery results in sales for 26 exhibitors

The latest exhibition to take place at the U.S. Trade Center in Frankfurt was the show of printed circuit production equipment, held Jan. 16-20. Unlike other exhibitions of electronics equipment, this locally-mounted show was designed to afford trade and technical visitors an opportunity to see first-hand demonstrations of machines and processes employed in the production of printed circuits, including chemical machining. Visitors were invited to see how the equipment on display could help them solve their production problems.

Featuring an entire production process, products of the 26 American exhibitors included aids for the design of circuits, special cameras, screen printers, chemical etchants and inks, automatic welders, and drilling and inserting machines.

Visitors from 18 countries

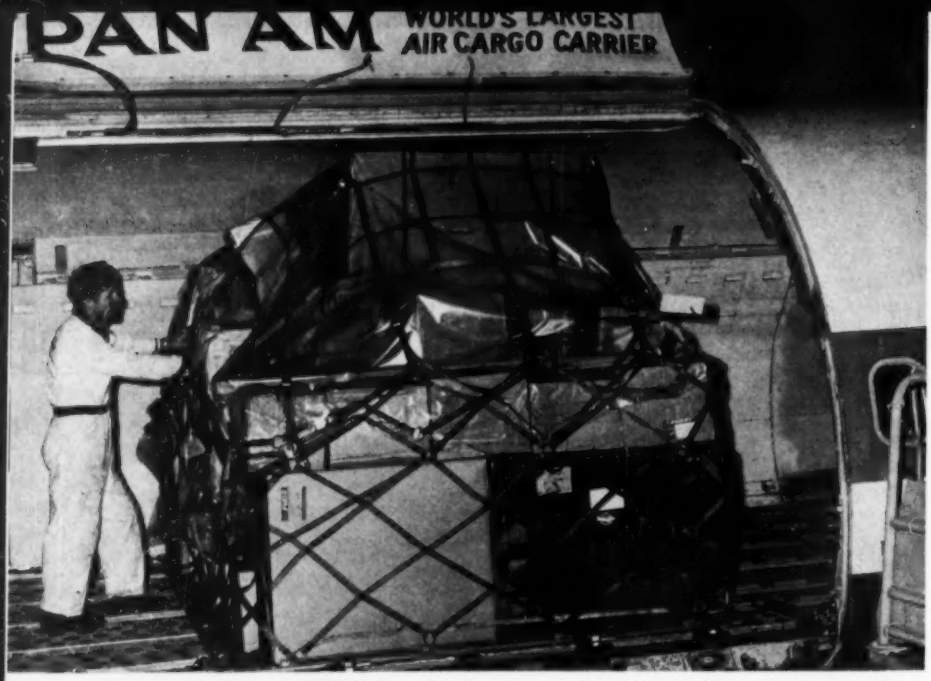
More than 1300 visitors from Germany and 17 other countries attended the exhibition. The number and caliber of these visitors were particularly gratifying to exhibitors in view of the highly specialized nature of this field. A number of important end-users of printed circuits sent representatives to the show. German firms such as AEG, BASF, Bayer, Blaupunkt, Boelkow, Friedrich Krupp Atlas Elektronik, Grundig, Kollsman System Technik, Philips, Siemens & Halske, Standard Elektrik Lorenz, and Telefonbau und Normalzeit, were all seen at the displays.

Immediate sales amounted to $70,675. Orders resulting from this show are expected to reach $1.4 million over the next 12 months. Four exhibitors each forecast future sales in excess of $100,000. Great satisfaction was reported by the German representative of Chemcut Corp., State College, Pa., who reported off-the-floor sales of $50,000, projecting sales resulting from the show over the next year at $400,000.

This exhibition marked the introduction of the new four-and-one-half day schedule which will become standard for future Frankfurt Trade Center promotions.

PHOTO STENCIL FILM for the production of printed circuits was the center of the McGraw Colorgraph Corp. display (above). Excellon Industries exhibited its four-spindle drilling machine (below).

LOCAL REPRESENTATIVE of Chemcut Corp. (below left) shows a group of visitors a printed circuit plate which has just emerged from a spray etcher, used to put circuit patterns on the boards.



EXHIBITS FOR THE U.S. EXHIBITION at the Ghana Fair are loaded for air shipment to the West African event in Accra. Some 80 U.S. firms are involved in five export promotions at the exhibition.

Five export promotion programs combined for U.S. exhibition at Ghana Trade Fair

Commercial exhibit, mobile trade fair, sample product display, business information office, trade mission spur sales in West African countries

A first-time combination of five independently successful export programs is being employed by the Department of Commerce to promote American goods and services in West Africa this month.

The new approach to U.S. participation in commercial exhibitions in developing countries is being introduced at the First Ghana International Trade Fair, in Accra, Ghana, Feb. 1-19.

Ghana is the English-speaking, mineral-rich West African nation with a population of 7.5 million and a new government that is encouraging private industrial development to relieve national dependence on cocoa as an economic mainstay. This fair is considered an ideal showcase for U.S. products, as visitors from many parts of Africa are expected to attend.

The Department's Bureau of International Commerce is sponsoring a commercial exhibition, a mobile trade fair, a Sample Display Center, a Business Information Office, and an official U.S. Trade and Investment Mission to exchange business proposals with West African business and industrial leaders.

The commercial exhibition features 16 U.S. firms—all but one already represented in Ghana—selling tractors and motorcycles, computers and other office equipment, hand and power tools, foodstuffs and pharmaceuticals, air conditioners and household appliances, automotive specialty products, educational materials and equipment, men's sports clothes, and home furnishings.

The Trade Mission opened its tour at the Ghana fair and later will travel to Zambia and the Republic of the Congo. The group includes six businessmen specializing in machine tools, farm machinery, chemicals, food processing and packaging equipment, and marketing.

Mission members

The mission is headed by William D. Carlebach, deputy director of the U.S. Department of Commerce Field Office in New York City. William B. Pounds, Jr., of the Commerce Department's Office of International Regional Economics, serves as trade development officer.

Business members of the mission are Joseph Baird, Baird Chemical Industries; Richard J. Blum, Elder Craftsman Shop; Henry A. Samton, Miltenberg & Samton, and Otto C. Teitler, Machine Tools International, all of New York City; Harry B. Pence, (retired) John Deere & Co., Moline, Ill., and Asa T. Spaulding, North Carolina Mutual Life Insurance Co., Durham, N.C.

The Sample Display Section of the U.S. exhibit features 32 American exhibitors, all new to the Ghanaian market. They are displaying and demonstrating a variety of small items, including textiles, cosmetics, small tools, aerosol products and replacement parts.

Officials of the American Embassy at Accra and personnel from the Commerce Department in Washington are staffing the Business Information Office, consisting of a commercial library, conference area and lounge.

The mobile trade fair, operated by Farrell Steamship Lines, is showing air conditioning, refrigeration, and construction materials and equipment from 25 U.S. manufacturers.

A U.S. Informaton Agency display at the fair features nine American companies showing U.S. products made from Ghana's raw materials. These include chocolate ice cream and chocolate milk drinks from Ghanaian cacao beans.

More than 80 American firms are taking part in the entire U.S. exhibition.

Yugoslavia plans technical international fair for Belgrade

The eleventh annual International Technical Fair will be held in Belgrade, Yugoslavia from May 19 to 28, 1967. U.S. manufacturers of industrial machinery and equipment are invited to attend.

The types of equipment traditionally featured at this Fair include machine tools; metal processing machinery; electric and electronic equipment, including nuclear technology; equipment for the chemical industry; construction equipment; ferrous and non-ferrous metallurgy; machinery for the production and processing of nonmetallic minerals; optical-mechanical equipment; industrial consumer goods and technical literature.

This year, there will be specialized presentations including:

- Machine tools
- Automation in production processes
- Copper and aluminum technology
- Rolling stock and equipment for railroad construction and maintenance
- Patents and discoveries
- Consumer goods

For further information, **write:** Belgrade Fair, Bulevar Vojvode Misica 14, P.O.B. 408, Belgrade, Yugoslavia.

Show timing creates new sales at Milan

Another in the series of Milan Trade Center shows timed to coincide with major Italian trade fairs proved successful in stimulating sales, as the second high fidelity and stereo show was presented Dec. 7-13, in conjunction with the International Salon of Music.

Shows such as this one take advantage of the Trade Center's location adjacent to the Milan Fairgrounds to offer exposure for U.S. products to an audience with an established interest in a particular type of merchandise.

Officials both of the Trade Center and of the Salon of Music were pleased with the outcome of the cooperation. Attendance during the run of the Trade Center show totaled over 3,000, with nearly two-thirds of them in the trade.

High sales expected

Off-the-floor sales amounted to $141,600, with an additional $1.8 million in sales predicted during the next year as a result of participation in the show. Local agents represented 35 U.S. manufacturers in the exhibition.

Two new agency agreements were set up during the show, and another was being discussed as the show closed. The outstanding sales success was registered by Royal Sound Co., a combination export manager representing five U.S. firms. Royal concluded an agreement for military sales in Europe which is expected to reach $1 million during the next year.

MAGNETIC TAPES by Reeves Soundcraft are inspected (above) by Italian buyers at the show. Mervin Dayan (below left), export manager for Royal Sound, discusses military sales deal with distributor.

STEREO EQUIPMENT of all types was shown by RCA (below left), such as radios, phonographs, and earphones. Customers examine products in booth of Prod. El. (below right), Italian agent for Electro-Voice and other U.S. audio firms. Electro-Voice expects substantial sales from the show.

Worldwide Business Outlook pages 12-19

CURRENT BUSINESS DEVELOPMENTS IN BRIEF: Union Carbide and **Venezuela's** government-owned petrochemical institute (IVP) have agreed to the joint establishment of a plant for the production of polyethylene. Union Carbide will have 60% participation in the new firm, Unicar-Petroquimica, with total capitalization set at about $30 million. IVP is also entering into a joint venture with Allied Chemical for the production of aluminum sulfate and refrigerant gases. The new firm, Quimica Carabobo will be capitalized at approximately $5.6 million, on a 50-50 basis . . . On the basis of the latest exploratory drillings, the **Netherlands** State Geological Service has reappraised natural gas reserves in the province of Friesland (includes the Wadden Sea area, Drente and Noord Holland). Proven reserves are now estimated at 59.1 billion cubic meters, probable reserves 71.3 billion cubic meters, and possible reserves 112.6 billion cubic meters. A State Geological Service report issued in October 1965 had said that in the above three provinces, proven natural gas reserves amounted to 55.2 billion cubic meters, probable reserves to 62.5 billion cubic meters, and possible reserves to 109.1 billion cubic meters . . . The **South African** motor industry had a highly successful year in 1966, with automobile sales amounting to 139,076 vehicles, considerably more than the 1965 total of 127,898. With commercial vehicle sales amounting to an additional 47,059, just under the 1965 level, it appears that 1966 was the second best year in the industry's history. Third-quarter 1966 reports indicate that American firms were holding their share of the market during the year . . . During 1967 **Yugoslavia** expects to import $220 million worth of machinery and equipment from convertible currency countries, including the U.S. About half will be paid for out of foreign exchange holdings of individual firms.

NETHERLANDS' SPECIAL ROLE

Dutch point to gateway

Small nation bills itself as place to approach the entire European import market

By H. W. PRENTICE

Commercial Attache, U.S. Embassy, The Hague

The Netherlands should remain a good market for almost any U.S. product during 1967.

The American exporter must realize that Dutch firms interested in importing U.S. products are usually thinking in market terms of a much broader area than the Netherlands.

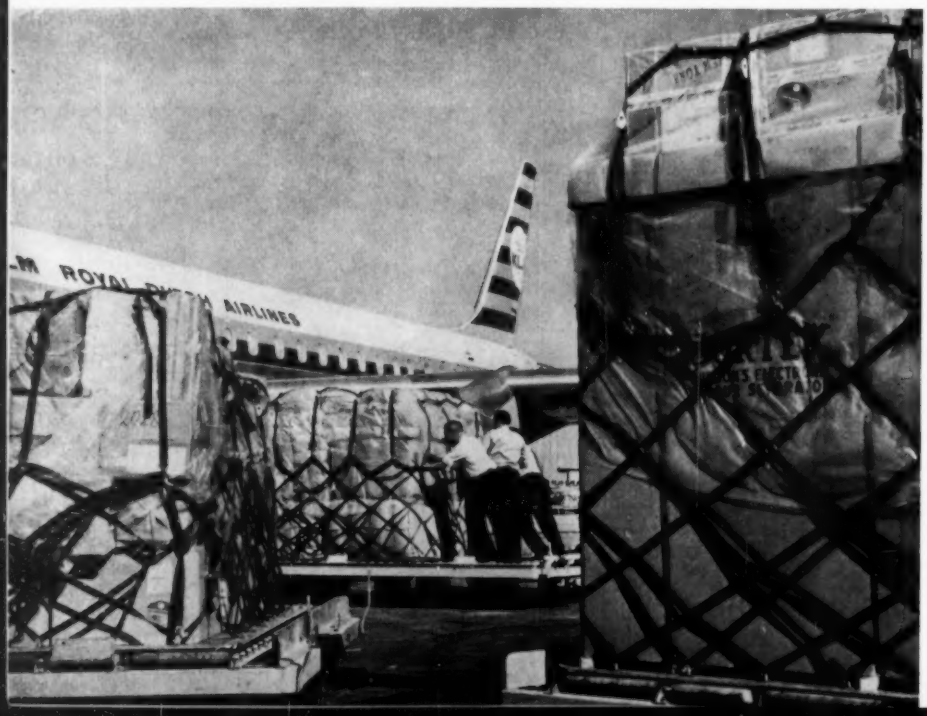
For centuries Dutch firms have been noted as international traders and today many of them still specialize in trade with Indonesia, South America, Malaysia and Eastern Europe. Other firms, which do not trade with such far distant markets, often desire to take on a line of U.S. products not only for the Netherlands but also for the Benelux area and West Germany.

During the past year Dutch or American firms have advised the Commercial Sections of the Embassy and the Consulates General in Amterdam and Rotterdam that more than 70 representation, licensing or joint venture arrangements have been completed, the majority of which are exclusive representation agreements. On the average these agreements cover three countries and in one case the arrangement covered ten European countries.

This is important for American firms, since it means that the market which may be handled by a Dutch representative is far greater than the 12.6 million potential consumers in Holland. In the words of one Dutch ministerial official "One must not think of the Netherlands as a market in itself but as the gateway to all of Europe."

During the past year it has also appeared that the general terms of trade are improving for U.S. products in this market area. Dutch firms have always been anxious to import from the U.S.,

THE GATEWAY TO ALL EUROPE is hours away by airfreight. These U.S. products are being unloaded at Holland's Schiphol Airport, where a $100 million program is expanding cargo handling capacity.



because most American suppliers are serious, reliable firms which can be counted on to hold to their terms of contract, specifications, and quality controls for their product lines.

The main stumbling block to increased trade has been relatively higher U.S. prices for a number of products. Dutch firms have pointed out, however, that during the past five years more and more American products became competitive on a price basis as the labor-unit costs in other countries increased rapidly.

Another factor which tends to reduce U.S. delivered prices is the rapid development of airfreight and container shipments.

New facilities

During the past year new container handling facilities have been developed in Rotterdam and Amsterdam, as more and more firms turn to this low-cost method of making shipments to this area.

Airfreight shipments have also increased, and probably will increase at a faster rate when expanded facilities at Schiphol International Airport are completed this year. There are already 29 U.S. firms, subsidiaries and affiliates which have facilities at the airport.

Use of the new fast freighters on scheduled runs between Dutch and U.S. East Coast ports also tends to reduce one of the factors which has troubled Dutch importers—delivery time required for shipping U.S. products.

It is still true that even with the current relatively high duties on some products, which it is hoped will be reduced substantially by a successful Kennedy Round of tariff negotiations, almost any U.S. product has a chance of being sold in this market area.

The following is a list of some of the U.S. products for which the Commercial Sections of the Embassy and the Consulates General in Amsterdam and Rotterdam have been able to assist U.S. or Dutch firms complete representation or distributorship arrangements:

Portable tool balancers, electric cable reels, broilers and griddles, electric cattle prodders, air conditioners, cryogenic equipment, vinyl liners, plastic hair brushes, electric terminals, blades, connectors and connecting devices, solid state switches, electric insulating pipe tape for detecting liquid flow problems.

Pneumatic, hydraulic and relief valves, heating equipment, electric batteries and chargers, carwash equipment, electronic communication and related equipment for both commercial and industrial use, leather articles such as billfolds, purses and wallets, air, pnueumatic and other tools, nylon coated wire rope for high speed packaging and bottling lines.

Scientific and laboratory apparatus, industrial and mechanical rubber products, including specialty products for the chemical industry, photocopying equipment, fabric stain repeller, riding lawn mowers, and men's suits and jackets.

NEW CONTAINER HANDLING FACILITIES were installed at the Port of Rotterdam during the past year, another cost-cutting feature which should work to the advantage of U.S. exporters.

These are only a few of the products for which U.S. firms have been able during the past year to find Dutch companies as their agents.

The Embassy and the Consulates General in Amsterdam and Rotterdam have in their consolidated trade lead file more than 2,000 current expressions of interest from Dutch firms seeking to import specific commodities or product lines from the U.S. or to negotiate licensing, joint venture or other arrangements.

The current trade lead file plus the leads which are provided by the major banks and trade associations can provide an interested U.S. firm with a real base to determine whether there is an active demand for a specific product line and to begin negotiations for a license, agency, or distributor arrangement.

This does not mean, however, that a U.S. firm can expect to negotiate a satisfactory arrangement immediately. While a number of U.S. firms have found it possible to find a local representative during a one or two day visit to the Netherlands, in most cases negotiations take a number of months, as the Dutch businessman often desires to make a preliminary market survey for a particular product and to make certain that all the terms and conditions of the arrangement are perfectly clear to both parties.

It should also be pointed out that the shortage of sales personnel has made Dutch firms reluctant to take on new product lines unless they are convinced that they can adequately handle and service a new account.

The main problem in increasing U.S. exports to the Netherlands is not that the market does not exist, nor that there is a shortage of Dutch firms willing to consider handling additional U.S. product lines, but that U.S. firms do not take advantage of the market possibilities.

European market research session invites Americans

American participation is invited at the European Association for Industrial Market Research's Second International Conference in Brussels from May 17-19.

The program includes panels concerning market research in the European Economic Community and specialized panels on individual industries. Simultaneous translations into both French and English will be provided.

Write: Organization Committee. Belgian branch of EVAF, 33 Rue d' Anderlecht, Drogenbos, Belgium.

GUATEMALA

Uncertainty hits economy

Slowdown in export crops expected to limit commercial activity during 1967

By JAMES MAISH
Commercial Attache,
U.S. Embassy, Guatemala City

Guatemalan business enjoyed a good year in 1966 due to the high level of coffee and cotton exports, the country's principal foreign exchange earners.

Total exports for 1966 are estimated at $223 million, and although some of the prosperity generated by exports spilled into the domestic economy, political uncertainties caused some restraint in trading activity.

MAISH

Gross national product in real terms is estimated to have grown about 3 to 5% during 1966. However, for a variety of reasons 1967 appears likely to produce a less satisfactory economic record than 1966.

Wholesale and retail trade remained at roughly their 1965 levels, but the 1967 outlook is for some slowdown as a result of lesser export activity.

Current forecasts for Guatemala's principal export crops in 1967 are not favorable, and a significant drop in export earnings is anticipated. For coffee alone, export earnings from the 1966-67 crop are expected to be as low as $80 million, compared to $112 million for the 1965-66 crop.

Thus, a deficit on trade account seems probable for 1967, whereas foreign trade was approximately in balance for 1966.

Substantial loans

Negotiations with the United States and international lending authorities have resulted in several substantial loans for construction of capital projects. It is unlikely, however, that the planned increase in public expenditure alone will be sufficient to offset the expected loss in export earnings.

Legislation enacted in mid-1966 provides substantial discriminatory benefits to the state-owned shipping company, and the national ports of Champerico and Matias de Galvez. This resulted in added shipping costs and delivery delays for numerous local importers.

The legislation, however, is under review and may be rejected or modified in 1967.

Increased consumption of consumer goods and intermediate products, which many consider to be no more than disguised consumer goods, has been largely responsible for the steady growth of imports in recent years.

Total imports in 1966 are expected to equal about $222 million, 4% above 1965.

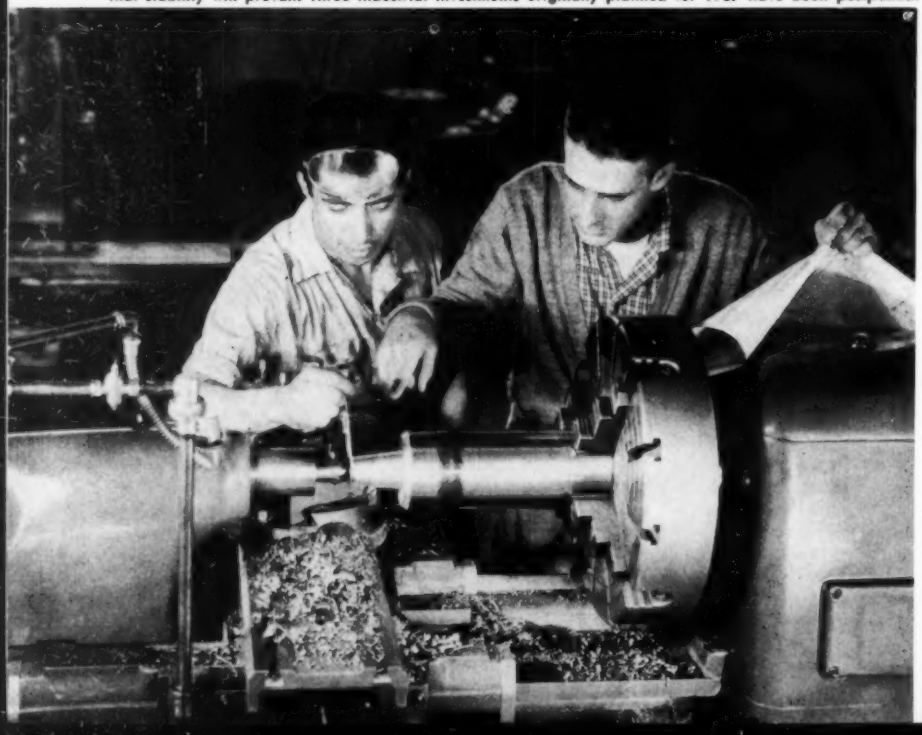
Bank of Guatemala trade statistics for the first six months of 1966 reflect that imports of consumer goods were up roughly 11%, but there was evidence that imports of consumer goods tapered off in the second half.

Consumer goods are expected to account for roughly 35% of total imports in 1966; raw materials and intermediate products for 42%; and capital goods for 23%.

Barring any unforeseen actions to control imports in 1967, imports of consumer goods probably will be only slightly lower than they were in 1966.

While a decline in commercial sales of capital goods in 1967 is anticipated, imports for government infrastructure projects should alleviate this situation. Commercial sales of farm machinery and equipment, industrial machinery, and heavy earth-moving equipment were at a virtual standstill throughout the second half of 1966, reflecting general pessimism for 1967.

INDUSTRIES ARE POSTPONING IMPORTS of new machinery and equipment until they see evidence that stability will prevail. Three industrial investments originally planned for 1967 have been postponed.



Sales outlook

Importers and distributors of the following different product categories were canvassed and a brief resume of their views on 1967 sales is given below.

Food sales during 1966 were at favorable levels, but not up to projections. There may be a slight increase in sales volume during 1967, but a drop in imports from sources outside the Central American Common Market (CACM). This is due to the fact that more and more food manufacturing plants are being established in Central America, where Guatemala has emerged as an important supplier.

Guatemala's textile industry experienced little or no expansion during 1966, although it was forced to undergo some modernization for more efficient operations to maintain its competitive position in the CACM.

Qualified trade sources report that U.S. suppliers lost some ground during 1966 due to slow deliveries.

On the other hand, the Federal Republic of Germany conducted very aggressive sales campaigns, expanding its exports of textile machinery and mill supplies to Guatemala.

Merchants hopeful

Gray goods production is reaching requirement levels, while production of the finer counts is still lagging. Sales of apparel and other finished products during 1966 were at 1965 levels, although merchants are hopeful that customers will shed their wariness in 1967, so that sales will increase. In general, the 1967 outlook for sales of textile machinery and mill products is not bright.

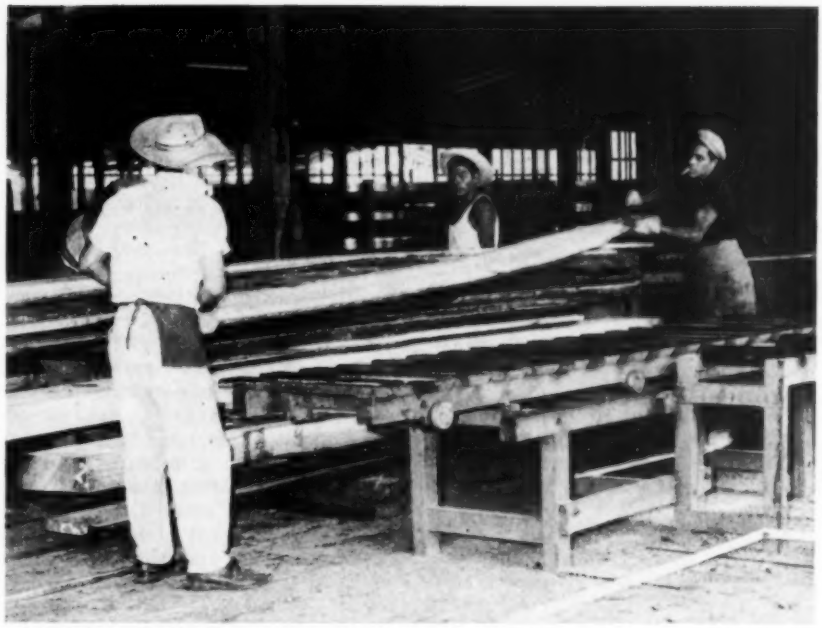
Guatemala has vast forest reserves of both tropical hardwoods and conifers. Production of sawn lumber and plywood customarily exceeds Guatemalan requirements, showing a substantial exportable surplus. Imports of wood specialties are relatively insignificant.

A survey of the country's timber resources is being conducted by a team from the United Nations' Food & Agricultural Organization. Its recommendations for development of the nation's timber resources are not expected to be implemented for another two or three years. At that time, however, sales opportunities for heavy logging and wood processing equipment should rise.

Optimistic note

Three important firms which deal in paper and paper products agree that sales showed a slight increase during 1966, due to the demands of newly-established industries within the CACM. Furthermore, dealers are optimistic about further increases during 1967. Imports of newsprint in 1965, the last year for which data are available, amounted to 5,543 metric tons, of which Canada supplied 54% and the United States 44%.

An important distributor of industrial chemicals stated that 1966 sales were slightly above 1965 levels. He and other chemical importers forecast a spotty picture for 1967 but register some optimism that the total sales volume will improve over 1966. A reasonable sales volume is assured for U.S. industrial chemicals as local industries producing U.S. products under license often require U.S.



GUATEMALAN PURCHASES of heavy logging and wood processing equipment are expected to rise when the recommendations of a recent FAO survey of the nation's timber resources are implemented.

base materials. Agricultural chemicals such as insecticides and fungicides are, to a significant extent formulated and distributed within the country. Sales of agricultural chemicals in 1966 were off, due to restrictions on credit and reduced acreage of cotton planting. Importers and distributors of leather products expressed dissatisfaction with sales volume during 1966. The poor volume was mostly due to a general reluctance to spend money which is partly attributable to unease at conditions in the country.

The sales outlook for the next year is mixed. While one source predicts that it will be worse because of new taxes, others are hopeful that business confidence will be restored, and that the prevailing wariness of customers will disappear.

Although sales of farm machinery and equipment usually are slow from July to December, they fell almost to a trickle in 1966, perhaps because of guerrilla activity in some rural areas and the threat that it could spread to other areas. The general unease is probably also a factor in the slowdown in sales of other machinery.

The new tax law doubled the property tax for large property holders. This, along with apprehension over the possibility of excessive agrarian reform measures, will probably cause a continued lag in sales of new farm machinery and equipment.

Established industries probably will also elect to get by with what they have, and postpone investments in new machinery and equipment until they see evidence that stability will prevail.

The Instituto Nacional de Electricidad (INDE), the semiautonomous agency of the Guatemalan Government charged with developing the country's electric power resources, is about the only major customer for electric transmission and line distribution equipment.

Installed electrical capacity, according to INDE, already has been nearly overtaken by consumer demand. To supply predicted increases for the next five years the Guatemalan Government proposes to invest upwards of $53 million in a program involving six major projects which will add 137,700 kw. to the country's interconnected system.

Final negotiations

Negotiations to obtain financing from the World Bank for the "Jurún-Marinalá" hydroelectric project are now in their final stage. Some bids for electrical machinery and equipment for this project, which will provide 60,000 kw. of electric power, may be released in late 1967 or early 1968.

Sales of electrical lighting and wiring equipment were slightly off in 1966 due to a cutback in new construction, and a general deterioration in deliveries from the United States. The tight situation of copper also contributed to these delays.

While local distributors are not altogether dissatisfied with their sales volume

in 1966, they are apprehensive about 1967 because of the slowdown in construction activity.

Distributors of electrical household appliances report 1966 sales below 1965 levels, and are pessimistic about prospects for 1967. Appliances must be sold on liberal credit terms, and vendors do not wish to tie up working capital for 20 to 24 month periods.

Sales of professional and scientific equipment during 1966 were more or less normal, with little or no increase in volume over 1965. Importers and dealers feel that the volume of sales will improve noticeably during 1967. Guatemalan trade statistics for 1965 indicate total imports of professional and scientific instruments at slightly over $2 million: 51.7% from the U.S.; 25.3% from the Federal Republic of Germany, and 23% from other countries.

Sales of photographic supplies during 1966 were reported at about the same levels as in 1965. As in other product categories the outlook for the coming year hinges on an improvement of the business climate in the country.

Investments postponed

During the latter part of 1966 three important industrial investments planned for 1967 were indefinitely postponed, including a new cement factory, a mill to produce synthetic fibers, and a fertilizer plant.

Local architects and builders report that numerous home building and commercial building construction projects were discontinued. These decisions were taken for a variety of reasons, including the unavailability of financing, technical difficulties, and in some cases unease at the conditions prevailing in the country.

On the brighter side, however, the Exmibal nickel mining project, which represents an investment of more than $60 million, is proceeding at a normal pace; and factories for three important U.S. pharmaceutical manufacturers also are well on their way toward completion.

There are three different business groups in Guatemala interested in forming new industrial investment banks. Should they become active in 1967, they may be able to provide some needed impetus to new industrial investment.

Guatemala may experience a decline in its export earnings for 1967, perhaps by as much as $30 to $35 million below the $223 million earned in 1966. Coffee exports will be down because of reduced production, and plantings of cotton are off sharply as farmers are caught in a squeeze between declining world market prices and increasing domestic costs.

Inasmuch as the export sector of the Guatemalan economy is highly important, this contraction of export earnings and income may have a recessionary effect on overall economic and commercial activity in the coming year.

The shortfall may be only partially counterbalanced by increased government expenditures for capital investment, perhaps $15-20 million above the level achieved in 1966. Drawdowns in 1967 on loans from international lending agencies signed in late 1966 will be largely used to finance imports of capital goods.

In September the Government announced an ambitious plan for the construction of 1,764 kilometers of roads in the next five years.

The Government plans to begin construction of 146 kilometers of roads costing $8.3 million in the near future. Services of U.S. consulting engineers and greater participation of roadbuilding contractors will be sought.

The new highway projects will also require some new road construction machinery and equipment.

U.S. exporters should view the Guatemalan market in terms of its potential ability to absorb larger quantities of goods in the future. German industries are waging a very intensive campaign to expand their exports to Guatemala, and they appear to be encountering a good degree of success.

Key markets which may offer good sales opportunities for 1967 are in food processing equipment, packaging materials and equipment, woodworking tools and equipment, machine tools, medical equipment, pumps and pumping equipment, and chemical raw materials for industry.

It will be necessary to offer the most favorable credit facilities possible, and in this connection U.S. exporters may want to work more closely with their banks and acquaint themselves with the services offered by the Foreign Credit Insurance Association (FCIA).

Export licensing exempted by Swiss Federal Council

The Swiss Federal Council discontinued as of Jan. 1 the export licensing requirement for machines specifically designed for the production of watches and watch parts.

The export licensing requirement was provided for in the Watch Statute of June 23, 1961. Export controls on watches, watch parts and components—also provided for the Statute of 1961—will remain in effect.

Jamaica to expand national telex and telephone networks

World Bank loan will finance procurement of needed imports

Telephone and telex facilities will be expanded and improved throughout Jamaica under a five-year program designed to alleviate present congestion in long distance and urban traffic. Foreign exchange costs of the program will be financed by a World Bank loan equivalent to $11.2 million.

The program will be carried out by the Jamaica Telephone Co. Ltd. (JTC), a private corporation licensed by the Government to operate all public telephone and telex facilities throughout Jamaica. Total cost of the program will be equivalent to $18.3 million, of which JTC will finance $7.1 from its own resources.

Materials and equipment to be financed by the Bank loan will be purchased on the basis of international competitive bidding.

Scheduled works

Works scheduled to be completed in successive steps over the 1967-71 period are these: installation of automatic telephone equipment for 26,000 new subscriber lines and 700 new trunk circuits with provision for long-distance dialing facilities and subscribers' special services throughout the island; extension of underground cables and open wire lines for connecting new subscribers and extending existing networks; addition of interurban toll facilities to increase the number of long distance circuits between the main centers of population and to connect areas which will receive service for the first time; provision of 28,000 telephone instruments, as well as some private automatic branch exchanges; installation of a new 100-line automatic telex exchange in Kingston and extension of telex services to the main tourist and industrial centers in Jamaica; and construction of new buildings and the expansion of existing ones, and acquiring land to meet space requirements for additional equipment.

Equipment will be installed by JCT's own staff, except for some specialized equipment which will be installed by the suppliers.

The Bank loan will be for a term of 15 years, and is to be guaranteed by the Government of Jamaica.

Zambia issues its first national development plan; opportunities provided for U.S. trade, investment

Government's annual revenues, export earnings make objectives of plan feasible; favorable climate seen for new enterprises

By SUSAN F. PARK
Africa Division, BIC

In southern Africa, Zambia offers perhaps the most promising possibilities for U.S. export growth and its recently published First National Development Plan strengthens this promise by providing substantial opportunities for Americans in trade—as well as in investment.

The Plan stresses investment in public industries, continuing the emphasis begun in the Transitional Development Plan which covered the 18-month period January 1965-June 1966. Zambia's historical association with the south both before and during the era when it was a member of the Federation of Rhodesia and Nyasaland, resulted in the location of many transportation, power and production facilities outside Zambia's borders; most of these are in neighboring Southern Rhodesia.

Expenditures totaling more than $1.2 billion are programmed over a 4-year period ending in 1970. The Government's share is expected to amount to $789.6 million with private interests making up the remaining $411.6 million. The Government expects to raise no less than $607.6 million of the total public expenditure allotment from domestic sources, $162.4 million from external loans, and $14 million from foreign aid.

The Plan has set annual public investment targets at $224 million for 1966/67; $215.6 million for 1967/68; $196 million for 1968/69; and $154 million for 1969/70. Of the total planned public expenditure for the four year period, the projected capital investment by major sectors includes the following: $301.8 million for basic economic facilities and transport; $169.4 million for industry and mining development; $142.8 million for social facilities, including $134.4 million for education; and $124.6 million for agriculture and lands.

The likelihood that Zambia will fulfill the objectives of this Plan are quite good. Zambia's capacity to finance development is reflected in conservative assumptions of Government annual revenues and export earnings, low external borrowing requirements coupled with enviable credit worthiness, and a favorable private investment climate with American investment topping the $53 million mark in mid-1966.

In addition, the projected annual growth rate of 11% in gross domestic product (GDP) appears relatively attainable when compared with the growth of over 20% achieved in fiscal 1966.

However, Zambia's planners realize that major obstacles to implementation confront them in the next four years. They have, therefore, specifically identified many of these problems—severe manpower shortages, the inflationary impact of greatly increased investment and its resultant effect on import prices, heavy dependence on copper exports which are subject to international price fluctuations, and transportation and supply uncertainties related to the political question of Rhodesia's Unilateral Declaration of Independence—and have made them the object of intensive corrective efforts.

Built-in adjustment

The Development Plan has a built-in adjustment in the form of an annual capital budget review to allow for deceleration of the investment program in case major bottlenecks develop.

Highest priority under the Development Plan will be given those projects which are designed to implement the planners' three main objectives: economic diversification; increasing non-copper exports or developing import substitution industries; and the creation of at least 100,000 additional jobs by 1970, a large percentage of which will be provided by agriculture and government production schemes.

Agriculture has been given the major task in achieving the first of these objectives, and has received approximately 10% of the total planned expenditure. Among the crops listed for development are those in which Zambia is not self-sufficient—corn, sugar, cotton, fruits and vegetables, coffee, tea—with great emphasis being put on the production of livestock and oilseeds, the latter to be used for oil, margarine and stockfeeds.

Concurrently with agricultural diversification, manufacturing and industry have received primary attention in attempts to stimulate import substitution industries. The industrial area of the economy has been allotted 9.5% of the total public portion of the planned expenditures while $78.4 million will be poured into this area by private investors. As both government and private projects already in operation or planned will require larger capital goods imports, local production must replace former imports of consumer goods in order to hold down foreign exchange expenditures.

Among the import substitution industries receiving significant mention (many utilizing locally produced commodities) are nitrogenous fertilizers, food processing (especially sugar), cement, pipe and brick products, iron and steel processing, low-priced clothing and textile manufacturing, bag and sacking production. To promote investments in these manufactures, the Government has already enacted "pioneer industries" legislation granting tax holidays to qualified entrepreneurs.

Zambia's copper industry, which supplies 90% of the country's foreign ex-

U.S. Mission in Zambia to develop trade

A U.S. Trade and Investment Mission is visiting Zambia this month. Members of the Mission are well-known in the fields of machine tools, agricultural equipment, investment consulting, chemical manufacture and food processing machinery. The Mission took with it specific business proposals from U.S. companies covering trade and investment opportunities in many additional product categories, however, and also will bring back business tenders from Zambian commercial sources.

The results of the Mission's findings, as well as the business proposals developed, will be published in an upcoming issue of *International Commerce*.

CONSTRUCTION BOOM IN ZAMBIA is illustrated by the new office buildings lining Cairo Road, Lusaka's principal commercial thoroughfare. The output of the building and construction industry in 1965 was valued at US$48.5 million, or 5.7% of Zambian gross domestic product.

change earnings and which will be the major source of capital investment financing available to the Government for implementation of the Plan's programs, is not greatly elaborated upon; much of the production is under private control and it is felt that the copper industry does not need as much consideration as many of the areas relating to basic industry development. Measures planned for this field, however, include the following: a minimum increase in production between 1966-70 of at least 85,000 tons over the present annual output of 700,000 tons; an increase in the receipt of government revenues from $638.4 million to $1.3 billion for the same period; the development of presently undeveloped mineral concessions in a manner designed to enlarge the number of mining interests in the country; and the drafting of a new Mining Code to replace the old Mining Ordinance inherited from the former colonial government.

Special unit

In efforts to increase overall knowledge of Zambia's mineral resources of all kinds, a Metals and Minerals Development Unit within the Ministry of Mines and Cooperatives has already been set up with surveying and prospecting responsibilities. In addition, the heavy industries field will be aided by the planned construction of a $50 million iron and steel plant, to be built in the Central Province.

In attempts to increase annual per capita output from $170 in 1964 to about $280 by 1970, based on a long-range population projection of 4,364,000, the planners have set a goal for the gross domestic product (GDP) of $1,120 million by 1970. This target implies a growth rate of 11% per annum over the period 1964-70. A major aim of the Development Plan is to increase substantially the share of GDP devoted to capital investment.

Best trade openings

Trade opportunities for U.S. businessmen opened up by the terms of the Plan seem most promising in construction and transportation. It is obvious that Zambia cannot develop its economic potential unless it can import and export goods freely through the use of adequate transport routes to the sea and by air. Current heavy traffic on the Benguela Railway which runs through Congo (Kinshasa) and Angola and a strong desire to divert traffic from the Rhodesia Railways are the major reasons why transportation development is to be given heavy emphasis in the Plan. Preparations are, therefore, underway to construct a rail link with East Africa via the Zambia-Tanzania Railway under a $14 million allotment. A British-Canadian feasibility study has already shown this railway to be mandatory to carry the nearly 4 million tons of traffic expected by 1975 between these two countries. Of special interest to Zambian planners is U.S. know-how in railway management and rail workshop operation.

Two major road links, the Great North and Great East Roads, providing transportation and trade links to Dar-es-Salaam, Tanzania, and to the Malawi Railways and thus to the port of Beira in Mozambique, respectively, will be paved at a cost of about $53.2 million.

Major innovations in aviation facilities within the country include the completion of the Lusaka International Airport by early 1967, the upgrading of a number of secondary airport facilities, and the construction of new regional airfields, all of which will be accomplished under a $21 million expenditure.

Extensive construction work will require inputs of roadbuilding machinery, earthmoving equipment, and special purpose vehicles. The opening of new transportation routes will require locomotives, trucks, aircraft, and the machinery to maintain these vehicles. In addition to the international tenders which will be invited for a number of the larger road projects, the Government also plans to purchase $5.3 million worth of motor vehicles for government-sponsored road haulage. In anticipation of the emphasis which the Plan has placed on the need for improved railway facilities, Zambian officials recently purchased in the United States 26 General Electric locomotives, valued at over $7 million.

The outlook for electric power, an abundant and independent supply of

which is essential for the efficient operation of Zambia's growing industries and the minerals processing sector, is greatly improved with the Plan's provision for the Kafue Hydroelectric Scheme. The four-year cost of the Kafue Project is expected to approach $31 million, which will provide an installed capacity of 200 mw. This will enable Zambia to lessen its current dependence on the Kariba Dam facility, jointly owned with Southern Rhodesia, for power. The expansion of electrical consumption is expected to be all the more rapid as industrial development provided for in the Plan is carried out. In all nearly $62.7 million is allotted for total electric development.

Zambia's good financial position and stable policies are especially conducive to expanded commercial ventures. Zambia's gold and foreign exchange holdings as of mid-1966 were pushing the $200 million mark, the highest per capita in Africa. To encourage diversification of trade links, the Government has established a single-column tariff which abolishes the traditional Commonwealth preferences and puts all exporters on the same basis.

Illustrative of Zambia's efforts to maintain an overall financial balance are recent policy innovations designed to eliminate slight inflationary pressures resulting from increased transportation costs. These proposals to contain the spiraling growth in demand for consumer goods include such measures as the establishment of a state lottery, the introduction of a development bond scheme, and the initiation of a Government stock exchange, the proceeds of all being earmarked for development projects.

Zambia has established its own Industrial Development Corporation (INDECO). The emphasis in this Corporation is on partnership with private enterprise in business ventures run strictly on the basis of the profit motive. In return for Government support, industrialists are encouraged to train Zambian nationals in the administration, management, and technical operation of the enterprises.

Rapid economic progress in the two years since independence, a balanced program of planned objectives, and a strong national desire to reduce dependence on southern African facilities—all point to Zambia's excellent market potential.

A single copy of *Republic of Zambia: First National Development Plan, 1966-70* is available on limited loan to interested American businessmen by writing to Africa Division, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Electric power expansion program in Chile granted World Bank loan

Scheme being assisted by $60 million Bank loan to ENDESA; includes hydroelectric plant, civil works and transmission lines

The World Bank has approved a loan equivalent to $60 million for the expansion of electric power in Chile. The loan will finance part of the foreign exchange costs of projects included in a $500 million expansion program being carried out during 1966-1972 by Empresa Nacional de Electricidad, S.A. (ENDESA).

The loan will be made to ENDESA and Corporacion de Fomento de la Produccion (CORFO), as co-borrowers. ENDESA, a joint stock company owned almost entirely by CORFO, was established in 1944 to plan electric power development in Chile and to supply power where other companies were not able to meet the demand. CORFO is the government agency responsible for promoting economic development in Chile.

ENDESA supplies power in bulk to private or mixed companies or entities, some of which are ENDESA's own subsidiaries, which distribute power at various locations throughout the country.

The Bank loan will finance part of the cost of the El Toro hydroelectric plant, located at Lake Laja, about 300 miles south of Santiago, with an installed capacity of 400,000 kilowatts.

The scheme being assisted by the loan also includes civil works for the Alto Polcura Diversion to increase the flow of water into Lake Laja, thus enabling more energy to be produced both by El Toro and the existing Abanico plant; the latter will also be modified.

In addition, the loan will assist the construction of double-circuit, high-voltage transmission lines with a total route length of 440 miles to interconnect the El Toro plant with the Concepcion and Santiago areas; expansion of existing transmission and distribution systems; additional equipment for the Rapel hydroelectric plant; imported equipment for ENDESA's new office building; and consulting services.

Contracts for construction and the purchase of supplies and equipment will be awarded on the basis of international competitive bidding.

Total cost of the works is estimated at the equivalent of $186 million. The Bank loan will finance the foreign exchange requirements of these works; the additional funds will be provided by ENDESA from its own resources and by equity contributions of CORFO.

The Bank loan will be for a term of 30 years, including seven years of grace. The loan will be guaranteed by the Republic of Chile.

ADDITIONAL EQUIPMENT IS NEEDED for the Rapel hydroelectric plant (below) and other projects included in Chile's $500 million electric power expansion program. (World Bank photo)

U. S. Government Actions

Commerce revokes export privileges of Hong Kong firm

Restrictions extend to agents, employees of trading company

The U.S. Department of Commerce has revoked U.S. export privileges for a minimum of nine months to a Hong Kong trading company and its two principal officers for falsifying statements in connection with an application for a license to export $7300 worth of scientific equipment from the United States to Hong Kong.

The respondents are the Grace Enterprises and two principal officers: Leung Shing Kit (also known as Jimmy S. K. Leung) and Robert K. Leung. Leung Brothers Impex Agencies, headed by these same men, was named as a related party and will, therefore, be subject to the same restrictions of export privileges.

Arrangements had been made by the respondents with the U.S. supplier to have three oscilloscopes exported on the representation that these would be used in the production of transistor radios in Hong Kong. When the Commerce Department's Bureau of International Commerce (BIC) determined that the instruments would not be used for that purpose, and no satisfactory explanation was given by the respondents, the export license issued to permit the instruments to move from the U.S. to Hong Kong was revoked and the shipment blocked.

Sanctions apply to agents

The parties involved lose their export privileges for five years under the order which is effective immediately, but may apply for reinstatement of privileges after nine months, and be put on probation for the remainder of the five-year period. All outstanding licenses in which the respondents have an interest are cancelled. The sanctions also apply to their agents and employees.

U.S. export regulations stipulate that without authorization from the U.S. Department of Commerce, no person may trade in commodities or technical data exported from the United States with anyone he knows has been denied U.S. export privileges.

Turkish airline to buy U.S. planes, equipment

Turkey's national airline, Turk Hava Yollari, will purchase two DC-9 jet airliners, related spare parts and equipment from the Douglas Aircraft Co. A $8,319,600 loan has been authorized by the Export-Import Bank of Washington to help finance the purchase.

The new planes will be used by the Turkish Airlines on its international routes serving Europe and the Near East. Acquisition of modern jet equipment by the Turkish carrier is expected to result in more efficient and profitable operations and in increased foreign exchange earnings.

U.S. group surveys Greek hotel field

AID will pay half of costs if group decides not to invest

Potential United States investors are studying the feasibility of constructing and operating a resort hotel in Athens, Greece, with the help of an investment survey grant from the Agency for International Development.

C. Paul Johnson of Maru Enterprises Ltd., Milwaukee, Wis., is a participant in the proposed venture, together with J. Russell Duncan, New York businessman and investor. Johnson and Duncan will conduct the survey along with Harris, Kerr & Forster, experts in the hotel accounting field, and Milwaukee businessman Constantine P. Saites. Saites, a native of Greece, will conduct the necessary negotiations with the Greek government.

The survey, costing an estimated $36,200, will look into prospects of hotel business in Athens, construction costs, operational plans and other financial considerations, and potential contribution of the investment to the economy of Greece.

Land for the proposed hotel would be leased to the hotel's owners by the Government of Greece. Greek investors also would participate in the project.

AID is underwriting half of the survey costs, or $18,100, to be paid if the investors decide not to proceed with the project. In that event, AID will gain possession of the study report for use in interesting other potential investors.

Austrian company owners denied U.S. export privileges

An Austrian partnership and its two principals have been denied U.S. export privileges for the life of the Export Control Act for dealing in commodities of U.S. origin while under an order prohibiting such activities.

The respondents are Schifter and Co. of Vienna, Herbert E. Schifter and Alice Helm.

The respondents' U.S. export privileges had been indefinitely suspended in 1964 for their failure to furnish the Commerce Department's Bureau of International Commerce (BIC) with information concerning their participation in transactions, then under investigation, involving U.S.-origin goods. In 1965, while respondents were prohibited from dealing in U.S. goods, they obtained for resale $60,725 worth of U.S.-origin space heaters from a West German distributor, BIC said.

The permanent denial of privileges, effective immediately, supersedes the indefinite prohibition.

Under the terms of the order, the respondents and all their agents and employees are barred from any export transactions involving U.S. commodities or technical data.

U.S. export regulations provide that, without authorization from the U.S. Department of Commerce, no person may trade in commodities or technical data exported from the United States with a party he knows has been denied U.S. export privileges.

Loan helps French carrier purchase of U.S. aircraft

Union de Transports Aeriens, a commercial airline headquartered in France, will purchase a DC 8-62 jet airliner, spare parts and related equipment with the help of an Export-Import Bank loan of $6,487,200. Total contract price is $10.6 million, 32% of which will be a cash payment by the French carrier. Douglas Aircraft Co. of Santa Monica, Calif. will manufacture the airliner; engines will be supplied by the Douglas Aircraft Co. and United Aircraft Corp. of Hartford, Conn.

Indonesian foreign investment law signed; priorities assigned

Tax concessions spelled out on investments; foreign exchange savers or earners will benefit most

The American Embassy in Djakarta reports that the foreign investment law passed by Parliament on Dec. 24, 1966 (see INTERNATIONAL COMMERCE, Jan. 30, p. 40), was signed by President Sukarno on Jan. 10 and became Law No. 1 of 1967. The announcement of the signing was delayed until the issuance of a Presidium Instruction on Jan. 27 which spelled out some matters not fully covered in the law.

Priorities for investment will be assigned in the following order: foreign exchange earners; foreign exchange savers; quick-yielding projects and investments providing large-scale employment opportunities, introducing new technology or working methods, and providing modern equipment to increase productivity or lower costs.

Investments involving a minimum of $2.5 million will be exempt from the corporation and dividend taxes for three years if the investment is a foreign exchange earner or saver, for two years if it is not. An additional year's exemption will be given for: investment outside Java; investment in Java requiring an unusually large amount of capital; and any approved investment (meeting the minimum capitalization requirement) made during the first two years of the law's operation. Investments of over $15 million during the first two years of the law's operation may receive further tax concessions on a case-by-case basis.

Profit transfers

Transfers abroad of profits and capital (capital only after the end of the tax concession period) will be on the basis of the export bonus (B.E.) rate.

A government committee will determine the category and acceptability of the proposed investment.

The full text of the translated regulation will be transmitted by the American Embassy and will be available from the Far Eastern Division, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Mozambique list available on restricted imports

The list of commodity groups subject to quantitative import restrictions for 1967 has been published by the Mozambique Foreign Commerce Board in the "Boletim Official de Mozambique" of Dec. 24, 1966.

A free translation of this list is available on request from the Trade Regulations Section, Africa Division, OIRE, BIC, U.S. Department of Commerce, Washington, D.C. 20230.

Burma issues agency representative rule

Since the nationalization of Burma's foreign trade in 1963, private commission agencies have been prohibited. The Government's Myanma Export-Import Corp. (MEIC), Agency Division, is now the only agency authorized to function as commission agent in Burma.

Foreign firms may still employ Burmese citizens as technical representatives, provided the representatives do not engage in sales activities. Any foreign firm wishing to maintain a Burmese technical representative, however, must first enter into an agency agreement with the MEIC. The following procedural requirements also must be met:

1. The technical representative must register with the Agency Division of MEIC, with the registration to become effective only after the foreign firm has confirmed his employment and provided information regarding his compensation; and

2. Correspondence with and payment to the representative must be through the MEIC. Checks or bank drafts should be made payable to the representative and transmitted through the MEIC, and remittances must be accompanied by a statement from the principal giving the details of the compensation.

These registration requirements do not apply, however, to foreign companies in Burma controlled and managed by foreign nationals.

Swiss banking credit controls abolished; guide-lines issued

The Swiss Federal Council and the Swiss National Bank have announced the abolition of the controls on banking credits based on the "Gentlemen's Agreement" of May 1, 1964, and its replacement by a new procedure for guide-lines to be issued by the Swiss National Bank after agreement with the Swiss Banker's Association. At the same time, the guide-lines for 1967 were announced.

The 1967 guide-lines provide that increases in credits by individual commercial banks be limited to 7% of the total volume of their credits outstanding at the end of 1966. An exception is provided for those banks which increased their credits by more than 8% between 1965 and 1966 and would therefore be unable to restrict their credit expansion to 7%. Such banks will be limited to an increase in credits of no more than 90% of the actual percentage increase that took place from 1965 to 1966.

Voluntary reports

To facilitate the National Bank's role under the new system, medium and large-sized banks will make voluntary monthly reports on their outstanding foreign and domestic credits. Such reports have previously been made only on an annual or, in some cases, quarterly basis.

As background to the new controls, the official announcement noted that it was not considered possible at this time to completely abolish the controls on banking credit because of the continued heavy foreign and domestic demand for credit which could cause further disruption of the Swiss interest rate structure and further inflationary pressures on the nation's economy.

U.S. production under license sought for newly-designed European equipment

Offers include steel frames, a rotary engine, sack loader, truck-mounted cranes and similar machinery

Three French concerns and a British firm offer licensing opportunities to U.S. companies to produce and distribute their products in the U.S.

Products offered are a new design for truck-mounted cranes and similar equipment, steel frames for supporting shelving, a rotary engine and an automatic sack loader.

For additional information concerning these products and the name and address of the producers, **write:** Office of International Investment, Bureau of International Commerce, code 874, Department of Commerce, Washington, D.C. 20230, referring to the appropriate File number assigned each opportunity.

• A British manufacturer of mechanical handling equipment seeks a U.S. licensee to produce its line of self-actuated automatic sack loaders for use in mills, barns and similar operations.

The loaders are of extremely compact construction and rest on 14″ cushioned tires. They are designed for single-handed sack stacking from shoulder height, the building up of stacks of sacks on pallets and for high-speed loading of trucks. The platform upon receiving a sack immediately lifts and halts automatically at any intermediate height. When unloaded, the platform descends to the ground and waits for the next load.

Six automatic models ranging from 4′6″ to 10′ are offered by the British firm. In addition, models which can lift from 11′ to 20′ are available with semi-automatic control.

The loader reportedly can be wheeled by one man through narrow isles or doorways. The high speed hydraulic system is powered by a plug in mains electric motor, but in the field a gasoline or diesel engine can be used. According to the British firm, the automatic loaders are being marketed successfully in Europe, South Africa, Australia, new Zealand, and in the United Kingdom. **File 1479.**

• A French inventor offers to license his patent on steel frames for shelves for stores, offices, libraries and institutions of all types to a U.S. manufacturer.

According to the inventor, his frames can hold three times as much weight as devices now used for supporting shelves and are stronger than any other existing systems. These frames can be installed easily and at less expense than similar types. The frames have a stylish design and can be assembled quickly since no welding is required. **File 1480.**

• A French company offers a U.S. firm licensing rights on a new design for truck mounted cranes and similar items. The essential object of the invention is reported to provide an improved design and mounting of a slewing and luffing crane on the chassis of an automotive vehicle. The design is characterized by the reduced overall dimensions in the travelling position, by the possibility of disposing of a relatively long but nevertheless rigid, single unit jib and also by the provision of ground engaging shoes providing a wide supporting area for the assembly; the crane motions and the actuation of such shoes being particularly easy and rapid. It is further reported that its great mobility makes this new crane of possible interest to the armed forces. A prototype crane installation on a truck has been made by the inventor. **File 1414-R.**

• A U.S. licensee is sought by a French inventor to produce his advanced type of an internal combustion rotary engine. The inventor reports that this engine has many advantages over similar existing engines. The engine is of the four-cycle type having a power stroke for each half revolution of the rotor and thus is balanced the same as a four-cylinder, four-cycle engine. In addition, the engines uses a pallet pump instead of the gear pump principal. The engine is composed of only six main parts so that manufacturing costs are reduced considerably. Because of the unique method of connecting the cylinders, sizes range from a few cubic centimeters up to 10,000.

Other advantages claimed for the engine are its very high power-to-weight ratio which enables output to be kept almost constant even with a partial load and that cheaper fuels may be used to run the engine. **File 1423-R.**

Libyans seek partner for department store

Two Tripoli businessmen are looking for a U.S. partner. Reportedly, these businessmen own 8,500 square meters of land on which they plan to build a U.S.-type of shopping center. They are seeking a joint venture with a U.S. firm to establish a U.S.-style dry-goods store or a junior department store which would be the nucleus of the project.

The shopping center buildings would occupy 6,500 square meters, and 2,000 square meters would be used for parking. Between 1,600 and 2,000 square meters have been allocated for the junior department store, but this is subject to modification in negotiations with an interested U.S. investor.

The planners say this project represents the first U.S.-style shopping center in Libya. The center would also have a large food store, a bank, a restaurant and a number of small shops. The promoters claim to be fully funded over the estimated $250,000 construction costs of the center.

Full details are available to potential investors.

Write: Atlas Trades & Supplies. Attn: Mr. Mohammed Cara, P. O. Box 2214, Tripoli, Libya. WTD.

German planning board firm seeks U.S. cross licensee

Established in 1932, a German manufacturer of such office aids as planning boards and panels seeks a cross licensing arrangement with a U.S. producer in the same field.

The German firm claims there is a good potential for planning boards in Germany and other Western European countries and it has an established sales organization in these areas. It reports that competitive companies generally specialize in the card file sector. The concern favors a return based on a percentage of profits to a U.S. licensor.

Currently, the firm markets its products in the U.S. but wants to expand sales through a licensing agreement. The firm says its planning boards are economical, easy to handle and may be used for several different purposes; its annual sales are about $800,000 and it has about 37 employees.

Write: Ultradex-Planungsgeraete, Inh. Joachim Friedrich, 7880 Saeckingen, West Germany. WTD.

Two British firms seek arrangements with U.S. companies

Want to produce plastic casters, metal coatings in United Kingdom

Two British firms are looking for licensing and/or cross licensing arrangements with U.S. companies, one to produce plastic casters for furniture, another to produce coating compositions for metal surfaces.

• A wholly owned subsidiary of a large British company is interested in introducing an all plastic furniture caster in the U.K., preferably produced under a licensing arrangement with a U.S. concern.

The firm, which specializes in industrial injection molding and toolmaking, reports there are numerous British companies manufacturing casters partly of metal and plastics. Its investigations suggest that there could be a substantial market for a low to medium priced caster made entirely of plastic materials.

The company says its has extensive injection molding facilities which are utilized for supplying other firms within its group, for furnishing custom injection molding mainly to the engineering industry and for manufacturing its own domestic products. The firm anticipates that initially the plastic casters would be marketed to industrial users in the U.K. with which it has extensive connections. In addition, associated companies have representatives covering the entire U.K. hardware trade.

Write: Spa Plastics Ltd., Alma Rd., Chesham, Bucks, England. WTD.

• A Birmingham manufacturer of industrial and decorative paints, varnishes and coatings seeks a licensing and/or cross-licensing arrangement with a U.S. company to produce in the U.K. processes offering coating compositions of enhanced performance for metal surfaces.

Of particular interest are processes for continuous application to sheet, strip and tube, and in high build plastic coatings, including organosols and powder coatings. The company is also interested in new resin developments for advanced application, or curing techniques. The company is prepared to purchase any machinery which may be required to process the materials.

Production facilities of the company include a resin making plant, alkyd type, all kinds of dispersion plants; ball mills; high speed cavitation dispersers; sand mills; modern straining machines. Products are distributed to industrial outlets by approximately 20 salesmen. A technical service department is staffed with about 25 experienced technicians. The firm has adequate warehousing and transport facilities.

Write: Drynamels Ltd., Shaftmoor Lane, Hall Green, Birmingham 28, Warwickshire, England. WTD.

Licenses to make aircraft parts, safety equipment sought by German producers

A license to manufacture aircraft parts, hydraulic equipment and mechanical instruments for military and civilian aircraft is sought by a German producer and wholesaler of precision gyroscopic parts, valves and airplane instruments whose principal customers are manufacturers of aircraft and aircraft accessories.

Write: Fichtner KG, 631 Neuer Schlinghofweg, 4816 Sennestadt bei Bielefeld, Germany. WTD.

A Duesseldorf manufacturer and wholesaler of automobile safety belts wants to produce under license newly developed automobile safety equipment of textile fabrics, rubber, metal and plastics, excepting safety belts.

The firm's products are distributed through department stores, automobile manufacturers and mail order houses. Established in 1955, the firm reports annual sales of around $1 million.

Write: Teka-Automaten Kirschner & Co., 125 Neusser Strasse, 4 Duesseldorf, Germany. WTD.

Australian firm seeks license to make pumps

A small engineering firm currently manufacturing bearing housings and agricultural machinery parts seeks a license to produce pumps and hydraulic equipment, anti-friction bearing housings and precision machinery.

The Australian company has approximately 12 employees.

Write: R. Barker & Co. Pty. Ltd., 32-38 Winfield Rd., Box Hill North, Victoria, Australia. WTD.

Bag-making venture in Uganda proposed

U.S. partner offered equity up to 75% in $1 million plant

A Uganda businessman, controlling director of a long established family firm which makes sisal products and with interests in coffee processing and cotton ginning, proposes a joint venture to set up a bag-making plant. Estimated total investment is around $1.4 million.

A U.S. investor is offered equity up to 75% in return for financial participation, partly in the form of U.S. machinery and equipment. Technical know-how in plant design and equipment installation also is requested.

Planning calls for the setting-up of a sisal and jute or polypropylene bag-making facility. Sisal bags would be used for coffee, while the jute or polypropylene bags are planned for cotton and flour. Uganda's needs are estimated at ten million bags a year; production is planned to meet this figure.

According to the Kampala promoter, there is no other bag-making plant in the country. He has an exclusive license from the Government of Uganda, assuring freedom from local competition. His enterprise will also receive protection against competitive imports and duty-free importation of raw materials.

Bag-manufacturing firms interested in obtaining more details concerning this proposal should **write:** Mr. Kantilal R. Dalal, P.O. Box 187, Kampala, Uganda. WTD.

Mexican firm wants to make perfumes under U.S. license

A Mexico City manufacturer of pharmaceutical specialities plans immediate expansion into the production of perfumes and seeks a license from a U.S. manufacturer in the perfume industry. The firm would also consider importing high quality essences to launch its own products in the Mexican market.

Perfume manufacturers interested in granting licenses or exporting perfume essences and wishing to obtain further details should **write:** Laboratoros Fustery, S.A., Calzada de Tlalpan No. 2007, Aptdo. Postal 69651, Mexico 22, D.F. WTD.

U.S. ties sought by Sao Paulo companies

Two refrigeration firms, one in fish line inquiring

Three Sao Paulo firms, two in the refrigeration industry and one a fishing and fish processing concern, want to expand their operations through joint ventures and licensing arrangements with experienced U.S. companies.

Additional information about these opportunities is available from the Brazilian concerns and interested U.S. firms should write to them directly.

● Established in 1962, this manufacturer of several types of compressors and refrigeration equipment seeks a joint venture with an experienced U.S. producer of industrial refrigeration machinery. The Brazilian concern is also interested in a licensing arrangement with the U.S. partner to produce room air conditioners.

Capital and technical assistance is requested of a U.S. company in return for a 50% interest in the enterprise.

The company currently exports its products to Uruguay, Paraguay and Africa, but a lack of working capital has hampered the development of foreign markets. The company operates a plant in a suburb of Sao Paulo and has around 230 employees.

Reportedly, the Brazilian Government is very much interested in the development of fisheries in Brazil which would include a nationwide chain of independent storage and distribution facilities. Progress in this area could result in a wide demand for industrial refrigeration.

Write: Fabrica Nacional de Compressores, Avenida Otaviano Alves de Lima 12100, Caixa Postal 11.753, Sao Paulo, Brazil. WTD.

● A small processor and distributor of frozen shrimps, salted sardines and other fish seeks $125,000 from a U.S. investor, in order to expand its activities. A U.S. company is offered 50% equity in the project and the firm would consider proposals leading to its complete acquisition by the U.S. partner.

The Sao Paulo firm's processing facilities, comprising a freezing tunnel with a daily capacity of 10 tons and two freezing chambers for storing 280 tons of fish, are located in the resort city of Comburiu in southern Brazil. These facilities can also process approximately 300 tons of frozen shrimp per month.

The concern's 1,900 sq. yd. plant is situated on a 7,100 sq. yd. site. About 36 people, plus 10 salesmen are employed by the company. Its products are distributed throughout Brazil.

Write: Vila Real Industria e Comercio de Pescados Ltda., Praca Sao Vito 75, Sao Paulo, Brazil. WTD.

● A joint venture to expand production is sought by a manufacturer and assembler of such refrigeration equipment as commercial refrigerators, cold storage counters, ice cream machines and ice making units. Plans call for the production of dry ice machines for use by ice-cream and refreshment vendors and the establishment of a chain of fish stores.

A U.S. participant is asked to supply $250,000 for working capital.

The Brazilian firm's gross sales are around $400,000 annually. The potential market is reportedly $9 million per year in the State of Sao Paulo. Competition is keen in the refrigeration machinery field, but most firms are hindered in their development by inadequate know-how and insufficient capital.

Write: Gelobras S.A. Refrigeracao, Caixa Postal 11762, Sao Paulo. WTD.

U.S. firms interested in exploring these opportunities may wish to familiarize themselves with Brazil's Foreign Investment Law covering the remittance of profits. An English language copy is available at no charge by requesting "Brazilian Foreign Investment Law, Decree 55762," from OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Australian firm wants distributorship for U.S. metallic, plastic tubing

An Australian manufacturer and distributor of such metal products as aluminum chairs, wrought iron products, shelving and flexible metallic tubing seeks an agency arrangement with a U.S. tubing producer.

The firm is interested in distributing metallic tubing of the interlock type, which is not made in Australia and plastic flexible tubing. Should a satisfactory market develop, the company would be interested in manufacturing these products under license and would import the necessary machinery.

Established in 1957, the concern has about 150 employees and sales agents in all of the country's states. It is a member of a group of companies well established in the Australian hardware industry.

Write: Norlin Products Pty. Ltd., 60 Canterbury Rd., Bankstown, N.S.W. WTD.

Mexican developer wants collaborator

A Mexico City firm specializing in the development of complete hospital projects, including the design, construction and installation of equipment seeks a collaborative arrangement with a major U.S. firm. The Mexican concern also distributes medical and surgical instruments and equipment, and claims to represent several major U.S. manufacturers.

The U.S. participant need not be a medical equipment manufacturer, but could be an architectural or construction company engaged in hospital construction.

The Mexico City concern says it operates in a number of other Latin American countries in addition to Mexico and now is negotiating with 25 different groups, both governmental and private, to build hospitals.

Reportedly, the company has about 15 employees, plus 8 traveling salesmen. The firm was established in 1965.

Write: International Medical Supply, S. A. de C.V., Rio Panuco No. 116, Mexico 4, D.F., Mexico. WTD.

German firm seeks license to make photographic items

A license to manufacture electronic photographic articles and small mechanical electrical equipment for the photographic industry is sought by a producer and wholesaler of flash units for cameras, film lamps and reels, diapositive projectors and slide viewers.

Major customers of the German firm are large photographic enterprises.

Write: Montanus, Potthoff & Co., 34-36 Hildener Strasse, 565 Solingen-Ohligs, Germany. WTD.

Data available on potential of investment in Ecuador

Information on Ecuadorean taxes and labor laws applied to industry is provided in a recent Spanish language study prepared by the Ecuadorean Government's Industrial Development Center (CENDES).

Firms interested in investing in Ecuador can obtain copies of the above mentioned study as well as over 50 other studies prepared by CENDES.

Write: Centro de Desarrollo, Casilla Postal 2321, Quito, Ecuador. Attn: Mr. Germanico Espinosa Zambrano, Executive Director.

License to make electronic controls, computer motors sought by French producer

A large manufacturer of electric motors and parts, pumps and refrigeration compressors seeks a license to produce electronic control devices for variable speed machines and motors for electronic computers.

Established in 1948, the French concern is capitalized at $1.4 million, and reports annual sales of $20 million. It has approximately 1,800 employees, plus 45 traveling salesmen. The company markets its products in France where it maintains 10 branch offices, and in Canada, Africa and the EEC.

Annual production amounts to 250,000 electric rotary machines. The firm reportedly controls 30% of the French medium power rotary machine market. Approximately 3 metric tons of steel, 18 metric tons of cast iron and 3 metric tons of light alloys are used daily in the firm's foundries. Plant equipment includes over 300 machine tools with an average age of 5 years.

The company recently built two new plants in the industrial area of Rabion, one of which covers 17,850 sq. yd. on a 12-acre site.

Write: Moteurs Leroy, Bld. Marcellin-Leroy, Angouleme 16 (Charente), France. WTD.

Waste incineration venture proposed by Belgium firm

A Brussels firm with considerable experience in the surveying, designing and construction of pulverizing and combustion installations seeks some form of joint venture or technical know-how arrangement with a U.S. company in the field of industrial and household wastes incineration.

Write: Societe Belge Des Combustibles Pulverises, S.A., 17 Rue de l'Industrie, Brussels, Belgium. WTD.

Nepal grants concessions on industrial tariffs

Under a recent official notification, a maximum customs duty of 1% will be levied on machinery and spare parts imported into Nepal by registered industries. Exemption from even this nominal levy is permissible with approval of the government's Department of Industries. The Department also is empowered to grant tariff concessions on raw materials imported by registered industries.

Mexican firm seeks U.S. participant in hospital development

A Mexico City firm specializing in the development of complete hospital projects, including the design, construction and installation of equipment, seeks a collaborative arrangement with a major U.S. firm. The Mexican concern also distributes medical and surgical instruments and equipment, and claims to represent several major U.S. manufacturers.

The U.S. participant need not be a medical equipment manufacturer, but could be an architectural or construction company engaged in hospital construction.

The Mexico City concern says it operates in a number of other Latin American countries in addition to Mexico and now is negotiating with 25 different groups, both governmental and private, to build hospitals.

Reportedly, the company has about 15 employees, plus 8 traveling salesmen. The firm was established in 1965.

Write: International Medical Supply, S. A. de C.V., Rio Panuco No. 116, Mexico 4, D.F., Mexico. WTD.

French firms seek licenses for appliances, transmissions

A manufacturer of electric motors, hydrostatic transmissions, and reduction gears seeks a license to produce transmissions over 15 h.p.

The French concern represents two U.S. companies and also imports radios and industrial equipment from Germany and Belgium.

Established in 1955, the company reports annual sales of $500,000 and has 15 employees, including 5 traveling salesmen.

Write: VAREDUC S.A., 2 rue Joseph Riviere, Courbevoie 92 (Hauts de Seine), France. WTD.

A license to manufacture small household appliances, barbecues and rotisseries is sought by a producer of electric quartz tube rotisseries.

The Paris firm markets its products in several European countries including France, Italy and Spain. Established in 1948, the firm has 65 employees, plus 6 traveling salesmen and reports annual sales of $440,000.

Write: SODIR, 11 rue Saint-Augustin, Paris 2, France. WTD.

German hobby kit producer seeks license for accessories

A German manufacturer and wholesaler of hobby items, model construction sets and automobile flash lights seeks a license to produce hobby kits and accessories to complement its present lines. The firm would also consider a cross licensing agreement at a later date.

The company anticipates good sales potential for hobby supplies in Germany and the Common Market countries, where it maintains sales representation. Although domestic competition is negligible, the concern expects competition from U.S. and German firms.

Some of its hobby articles are superior in quality, favorably priced and presently without competition, the company claims.

The firm has 25 employees, plus 6 traveling salesmen. The company is currently establishing a branch plant in Malta with larger production facilities than those at its German operation.

The German firm has a licensing agreement with one U.S. model kit manufacturer and is negotiating a license with another. It also is an agent for U.S. hobby items and nylon propellers.

Interested U.S. firms can obtain additional information by **writing:** Alexander Engel K.G., 7134 Knittlingen, Kreis Vaihingen/Enz, Postfach 65, Germany. WTD.

Dominican customs requires price lists of imports

Importers in the Dominican Republic are now required to provide customs officials with price lists of articles they import. These lists must be certified by the local Chamber of Commerce at the point of origin of the shipment and legalized by the Dominican Consul having jurisdiction in that area. In addition, the law establishes fines up to $10,000 for incorrectly declared values on documents covering imports of merchandise. The exact amount of the fine levied in each case depends on the seriousness of the violation.

PHARMACEUTICALS, COSMETICS

A Brussels importer and manufacturer of pharmaceutical specialties and cosmetics seeks a license to produce all types of pharmaceuticals for human use, cosmetics and toilet preparations.

The Belgian company is reported to be well qualified to undertake additional production.

Write: Biothera S.A., 68 Rue Emile Feron, Brussels, Belgium. WTD.

World Trade Opportunities

Pakistan wants bids for ground water, reclamation project

The West Pakistan Water & Power Development Authority (WAPDA) plans to construct 750 to 1000 tubewells to serve an area of some 630,000 acres in the Chaj Doab (between the Jhelum and Chenab rivers) of West Pakistan. The area is served by both road and railroad transportation from Karachi and Lahore and air service is available between Karachi, Lahore, Lyallpur and Rawalpindi.

The tubewells are to be drilled 22" to 24" in diameter to depths of 240' to 400' and will provide a means of lowering the level of the ground water within the area as well as supplying supplemental water for irrigation of lands which are now served with canal water supplies. The construction of tubewells will include tubewell equipment installation, furnishing and installation of tubewell casing, and construction of pump houses. The peak rate of completing the tubewells is expected to be approximately 40 tubewells per month. All equipment and materials not available in Pakistan at a reasonable price and of satisfactory quality will be procured from the United States.

The project will be financed in part with funds made available through a loan obtained by the Authority from the Agency for International Development (AID) of Washington, D.C. The use of the loan funds is limited to the procurement of equipment, materials and services which are not available in Pakistan and will be subject to AID regulations relating to U.S. origin of goods and services.

U.S. firms are invited to bid on the basis of acceptable prequalification. Prequalification forms may be obtained from Tipton and Kalmbach, Inc., 300 Insurance Bldg., 831-14th St., Denver, Colorado, 80202, or Tipton and Kalmbach, Inc., 27-E-I Gulberg III, P.O. Box 731, Lahore, Pakistan. Complete prequalification statements must be returned to either of these addresses by noon West Pakistan Standard Time, Feb. 15. Invitations for bid will be available to and bids will be accepted from, only those firms which on the basis of the prequalifying information submitted to Tipton and Kalmbach, Inc., are approved as qualified to perform the work involved.

Those firms which have been previously prequalified to bid on WAPDA tubewell projects need not resubmit an application but must confirm their interest and update their previous prequalification application prior to the specified time and date.

German firm wants paving, roofing materials

A German wholesale and retail firm is seeking an agency to provide paving and roofing materials. The firm is especially interested in obtaining new products. Interested agencies should contact: Gebr. Roechling, Kohlenhandelsgesellschaft, Abtlg. Baustoffe, 27a Hansastrasse, 8 Muenchen 12, Munich.

Iraq announces bids for water supply scheme

The Directorate General of Projects, Ministry of Municipalities and Works, Baghdad, invites qualified and financially responsible firms to tender for the construction of a water supply scheme to service the towns of Khanaqin-Mundhiriya, Diyala Liwa.

Tenders must be submitted with an initial security deposit of ID 10,000 ($28,000) in cash or bank guarantee, and a program of work in which a schedule of time for the various stages of work are shown.

General conditions and specifications for the project may be obtained from the Accounts Section of the Directorate General upon payment of ID 50 ($140.00) and the submission of proof of Chamber of Commerce or professional society membership. The specifications may also be obtained from the Embassy of Iraq, 1801 P Street, N.W., Washington, D.C. 20036, and from the Iraqi Embassies in London, Stockholm, Prague, Rome, Paris, Vienna and Tokyo.

The closing date for receipt of tenders is May 16.

Kenya invites bids on public building furniture

Kenya is offering a tender for metal furniture for public buildings, including 4,808 stacking desks, 25,062 stacking chairs, 2,100 stacking dining tables, 2,230 grouping tables, 53 steel double-door cupboards, 53 steel filing cabinets, 27 safes, 26 typist chairs, 1,204 single beds, 2,898 double bunk beds.

Tender No. is IDAPROJ/9 (37). Bids will be accepted for any or all of the above items. Tender documents are available from the Crown Agents for Overseas Governments & Administrations, 4 Millbank, London, S.W.1, England. Letter reference is IDAPROJ/9/31. The bid invitation is submitted by the Ministry of Education, P.O. Box 30040, Nairobi, Kenya.

Agricultural Bank of Greece asks bids on bee-comb

The Agricultural Bank of Greece, Service—Supplies Section, has requested bids on 500,000 sheets of single-ply bee-comb foundations. Tender No. 1980. Copies of specifications, terms and conditions may be obtained from ACME Division, BDSA-584, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202 WO 7-4319).

Australia extends deadline for HF receivers

The Dept. of Civil Aviation, Commonwealth of Australia, announces addendum #1, Tender No. C66/154, for Supply of H. F. General Purpose Receivers. This extends the bid deadline from Feb. 7 to Feb. 21. (INTERNATIONAL COMMERCE, Jan. 16, p. 51.)

Turkey needs various types of transformers for town electrification

The Iller Bankasi Genel Mudurlugu in Ankara has invited bids for equipment needed for the electrification of 137 towns in Turkey. Included in this tender are 2516 each indoor, dry insulation, support type, single phase, 50 cycle, 10 VA and 30 VA current transformers; 126 each outdoor, dry insulation, support type, single phase, 50 cycle, 30 VA current transformers; 50 each dry or low-oil 30,000/100 V and 34,500/100 V, indoor and outdoor, 180 VA potential transformers; and 20 each dry or low-oil, support type, 3 phase, 50 cycle, 180 VA potential transformers.

In conjunction with these transformers, the tender items include assorted circuit breakers, load switches, KWH meters, and approximately 1 mile of 35 KV, 3 x 35 mm^2 underground cable. Partial tenders for any of the items are acceptable.

A copy of the specifications is available for review only, not for loan, from the Power & Electrical Equipment Division, Rm. 4124, BDSA-662, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4241). Copies of the specifications may be obtained from the Commercial Dept. of the issuing authority (Iller Bankasi Genel Mudurlugu, Ankara) for $10.50 including airmail charge. The bid deadline is March 2.

Netherlands firm seeks building materials

An Amsterdam import-export agent is seeking firms to supply the following items: ceramic wall and floor tiles; piping and thermal and acoustical insulation sheeting and other products made of various types of materials for the building industry; and asbestos building materials such as piping and thermal and acoustical insulation sheeting. Exclusive agency representation (stockkeeping) is required. Catalogs and price lists are desired.

Interested firms should write: MEES', Bouwmaterialen Emmen N.V., 32 Kapitein Grantstraat, Emmen, Amsterdam.

Malawi asks prequalifications for railroad construction

The government of Malawi is inviting firms to prequalify for a railroad construction contract which will consist of approximately 72 miles of rail link from Malawi to Mozambique, and comprise a 3'6" gauge track with all track laying, earthwork, bridging and culverting.

Applicants should supply details of contracts of a similar nature which they have undertaken within the past 20 years, capacity in relation to availability of plant and procurement of materials, indication of financial standing with bankers' references.

Inquiries, that must be received not later than March 31, should be addressed to The Secretary for Transport & Communications, P.O. Box 587, Blantyre.

World Trade Opportunities Continued to page 35

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Rm. 6059B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

013 Livestock farms

GREECE—Day-old chicks, parent stock. Panayotis Maniatis (poultry farm), 120 Har. Trikoupi St., Athens 706. WTD 12/16/66.

151 General building contractors

● **IRAQ**—The Ministry of Communications of Iraq invites bids for the erection of two factories for diesels and wagons. Terms and specifications may be obtained from the Directorate General, Iraqi Republic Railways Service, Ministry of Communications, Baghdad, Iraq, upon payment of $70 plus postal charges. No complimentary sets are available. Bid deadline April 5.

161 Highway, street construction

● **MALAWI**—The Government of Malawi invites firms to prequalify for the reconstruction of the Zomba-Lilongwe road. The stretch of approximately 180 miles is to be converted from a dirt to a two-lane bitumen road. Tender documents and prequalification information may be obtained from The Director of Roads, Ministry of Works & Supplies, P.O. Box 45, Zomba. Bid deadline March 31.

202 Dairy products

HONG KONG—Commercial ice cream mix. Robertson, Wilson & Co., Ltd. (importer, wholesaler), P.O. Box 204. Cable: Overdale. Telex: HKG-491. WTD in preparation.

203 Canning, preserving foods

GUATEMALA—Food sauces, condiments. Direct purchase and agency. IPACA—Industria de Productos Alimenticios Centroamericana (manufacturer), 6a. Avenida 9-47, Zona 9, Guatemala City. WTD 1/67.

NETHERLANDS—Canned fruit, vegetables, meat, game, fish and specialty products. Direct purchase and agency. Lacy H. Singer (importer, wholesaler), 88 Gentsestraat, The Hague. WTD 12/7/65.

205 Bakery products

AUSTRALIA—Cake mixes. Direct purchase and agency. Requests offers from West Coast only. W.S.T. (Sales) Pty. Ltd. (importer, exporter), Box 5315, G.P.O., Sydney, N.S.W. WTD 1/19/66.

GERMANY—Cookies, all sorts, packaged. Direct purchase and agency. Requests replies in German. Paul Fels (wholesaler), 65 Mainz, Nackstr. 10. WTD 1/67.

207 Confectionery

GERMANY—Confectionery goods, all sorts. Direct purchase and agency. Requests replies in German. Paul Fels (wholesaler), 65 Mainz, Nackstr. 10. WTD 1/67.

220 Textile mill products

AUSTRIA—Fabrics, lining material for manufacture of men's overcoats, suits, jackets, trousers, women's overcoats, raincoats, suits, slacks. Erka Kleiderfabrik K.G. (manufacturer, exporter), Robinson, Rubin & Kalwil, Gumpendorferstrasse 132, Postfach 148, A-1061 Vienna. WTD 1/67.

SWEDEN—Broad woven fabrics, all kinds for middle priced women's dresses. Konfektions AB Hyltea (manufacturer), Brogatan 24, Halmstad. WTD 1/23/67.

Cotton, manmade fiber, silk, wool fabrics for women's dresses, shirts, blouses, skirts, smocks. AB Hjalmar Petri (manufacturer), Norrgatan 15, Vaxjo. WTD 1/18/67.

221 Broad woven fabric mills, cotton

ENGLAND—Cotton fabrics, particularly shirtings, dress, blouse, lingerie fabrics, corduroys. Agency and direct purchase. Combined Trading Export Ltd. (importer, exporter), 45-55 Commercial St., London, E.1. WTD 1/18/67.

FINLAND—Drapery fabrics, printed and single colored terry cloth, terry cloth towels. Rissanen Oy (importer, distributor), Kalevankatu 4, Helsinki 10. WTD 12/12/66.

222 Broad woven fabric mills, manmade fiber, silk

ENGLAND—Synthetic fabrics for shirts, dresses, blouses, lingerie. Agency and direct purchase. Combined Trading Export Ltd. (importer, exporter), 45-55 Commercial St., London, E.1. WTD 1/18/67.

FINLAND—Drapery fabrics of Dacron, glass fiber. Rissanen Oy (importer, distributor), Kalevankatu 4, Helsinki 10. WTD 12/12/66.

SWEDEN—Nylon taffeta for bias bindings for foundation garment industry. AB Band- & Spiralfabriken (manufacturer), Davidshallsgatan 18, Malmo C. WTD 3/24/66.

227 Floor covering mills

SWEDEN—Tufted bathmats; bathmat sets also in greige piecegoods. AB Dantexo (manu-

facturer, wholesaler, agent), Kvarnstensgatan 15, Halsingborg. WTD 1/20/67.

228 Yarn, thread mills

PAKISTAN—Art silk, nylon yarn. Cooperators International (manufacturer), 16/A Shahalam Market, Lahore 7. WTD 12/22/66.

229 Textile goods

HONG KONG—Artificial suede, in 48" to 56" width rolls. Frederick Pordes & Co. Ltd. (importer, agent, wholesaler, manufacturer, exporter), P.O. Box 596. Cable: Wipor. WTD 8/12/66.

SWEDEN—Nylon raschel lace edging. AB Band- & Spiralfabriken (manufacturer), Davidshallsgatan 18, Malmo C. WTD 3/24/66.

Non-woven fabrics for padding foundation garment straps. AB Band- & Spiralfabriken (manufacturer), Davidshallsgatan 18, Malmo C. WTD 3/24/66.

230 Apparel

AUSTRIA—Outer garments for men, women, children, including sportswear and apparel made from synthetic furs. Erka Kleiderfabrik K. G. (manufacturer, exporter), Robinson, Rubin & Kalwil, Gumpendorferstrasse 132, Postfach 148, A-1061 Vienna. WTD 1/67.

231 Men's, youths', boys' suits, coats, overcoats

AUSTRIA—Sportswear of all kinds. Direct purchase and agency. Ernst Sutter (importer, manufacturer, retailer), Bahnhofstrasse 8, A-6900 Bregenz. WTD 1/67.

BAHRAIN—Boys' suits, coats. Direct purchase and agency, c.i.f. or c. & f. Bahrain. Kamal Store (importer, retailer, wholesaler, commission agent), al-Khalifah Rd., Manama. WTD 12/28/66.

232 Men's, youths', boys' furnishings

SWEDEN—Overalls for air pilots. Direct purchase and agency. Ingenjorsfirman AB Botan (manufacturer, agent), P.O. Box 102, Halsingborg. WTD 1/23/67.

233 Women's, misses', juniors' outerwear

AUSTRIA—Sportswear of all kinds. Direct purchase and agency. Ernst Sutter (importer, manufacturer, retailer), Bahnhofstrasse 8, A-6900 Bregenz. WTD 1/67.

BAHRAIN—Women's, misses' and junior outerwears, including dresses, suits, skirts, coats, similar outerwears. Direct purchase and agency, c.i.f. or c. & f. Bahrain. Kamal Store (importer, retailer, wholesaler, commission agent), al-Khalifah Rd., Manama. WTD 12/28/66.

234 Women's, misses', children's, infant's undergarments

BAHRAIN—Women's and misses underwear, nightwear, allied garments. Direct purchase and agency, c.i.f. or c. & f. Bahrain. Kamal Stores (importer, retailer, wholesaler, commission agent), al-Khalifah Rd., Manama. WTD 12/28/66.

236 Girls', children's, infants' outerwear

BAHRAIN—Children's and infants' outerwear of all kinds, sizes. Direct purchase and agency, c.i.f. or c. & f. Bahrain. Kamal Store (importer, retailer, wholesaler, commission agent), al-Khalifah Rd., Manama. WTD 12/28/66.

238 Apparel, accessories

GERMANY—Web belts, white, khaki, and blue, with brass buckles. Otto J. Weyermann (importer, wholesaler), Sielstrasse 9 (POB 2233), 285 Bremerhaven. WTD in preparation.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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239 Fabricated textile products

SWEDEN—Plastic table mats, shower curtains, terry towels. AB Dantexo (manufacturer, wholesaler, agent), Kvarnstensgatan 15, Halsingborg. WTD 1/20/67.

262 Paper mills

AUSTRALIA—Paper, writing, wrapping and printing. Direct purchase and agency. Mitchell Ross & Co. Pty. Ltd. (manufacturer, wholesaler, importer, sales agent), 225 Pyrmont St., Pyrmont, N.S.W. WTD 1/67.

263 Paperboard mills

NETHERLANDS—Packaging paper, very tough quality. Samples, c.i.f. Rotterdam prices requested. Miltex N.V. (importer, exporter),

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Building. Area Code 907 Tel. 272-6331.

ATLANTA, GA., 30303, 4th Floor Home Savings Building, 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 US. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. Plaza 2-8460.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 South 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. CA 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Building, 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S.C., 29403, Federal Building—Suite 631, 334 Meeting St. Area Code 803 Tel. 747-4171.

CHARLESTON, W.VA., 25301, 3002 New Federal Office Building, 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Building, 2120 Capitol Ave. Area Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Area Code 312 Tel. 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Building, 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel. 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. Riverside 9-3287.

DENVER, COLO., 80202, 16407 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 1216 Paramount Building, 509 Grand Ave. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 412 U.S. Post Office Building. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06102, 18 Asylum St Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel. 588-977.

HOUSTON, TEX., 77002, 5102 Federal Building, 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Building, 208 Laura St. Area Code 904 Tel. 354-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. FR. 4-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, 928 Federal Office Building, 51 S.W. First Ave. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. BR 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 10001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. Longacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Building, 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Building, 400 North 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Building, 1520 Market St. Area Code 314 Tel. MA. 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SANTURCE, P.R., 00907, Room 628, 605 Condado Ave. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Building, 909 First Ave. Area Code 206 Tel. 583-5615.

10 Willem II Singel, Roermond. WTD 12/13/66.

264 Converted paper, paperboard products

AUSTRIA—Wrapping paper, corrugated paperboard, water and oil resistant papers, paper bags for various purposes; new systems in closing and sealing bags, containers. Wilhelmine Bieber OHG (importer, wholesaler), Blumauergasse 1, A-1020 Vienna. WTD 1/67.

ENGLAND—Disposable paperware products for industrial, domestic purposes. Direct purchase and sales agency. Alexander-Harris & Co., Ltd. (sales agents), Stanley House, Aston Brook St., Birmingham 6. WTD 2/9/66.

GERMANY—Planning panels, similar office organization aids, accessories. Direct purchase and agency. Ultradex-Planungsgeraete, Inh. Joachim Friedrich (manufacturer, exporter), 7880 Saeckingen/Baden, Postfach 106. WTD 1/67.

274 Publishing

FINLAND—Educational geographic large size pictures for hanging on walls in schools, wall maps, globe covers, charts. Osakeyhtio Valistus (importer, distributor), Annankatu 29, Helsinki 10. WTD 12/16/66.

281 Industrial chemicals

AUSTRALIA—Maintenance chemicals, chemical specialty products, including corrosion preventatives. Direct purchase and agency. Magna Alloys & Research Pty. Ltd. (importer, wholesaler, manufacturer), 21 May St., St. Peters, N.S.W. WTD 6/9/66.

● **INDIA**—Urea, 80,000 metric tons; ammonium chloride, 10,000 tons. Bid deadline Feb. 22. Tender No. FP4(32)67. Tender documents and specifications may be obtained from India Supply Mission, 2536 Mass. Ave., Washington, D.C. 20008.

KOREA—Organic dye intermediates for use as raw materials for manufacture of dyestuffs. Taiheung Corp. (miner, importer, exporter), Room 401 Samhwa Bldg., 21 Sokong-dong, Chung-ku, Seoul. (Central P.O. Box 238 Seoul). WTD 1/67.

SWITZERLAND—Laboratory chemicals, raw chemicals for manufacture of pharmaceuticals. Direct purchase and agency. Lehner, A. G. (importer, wholesaler, manufacturer), 44 Birsfelderstrasse, 4132 Muttenz, Baselland. WTD 12/22/66.

282 Synthetic materials

AUSTRALIA—Industrial packings and sealers, including those of fiber, teflon. Direct purchase and agency. Magna Alloys & Research Pty. Ltd. (importer, wholesaler, manufacturer), 21 May St., St. Peters, N.S.W. WTD 6/9/66.

BAHRAIN—Polystyrene crystals, self-extinguishing and expandable. Request prices c.i.f. or c. & f. Bahrain Port, Bahrain. Ahmadi's Industries (importer, wholesaler, manufacturer), P.O. Box 34, Manama. WTD 12/27/66.

GERMANY—Polyethylene, polystyrene resins, polyurethane resins, polyvinyl acetate and polyvinyl chloride. Requests price quotations c.i.f. Rotterdam. Direct purchase and agency. Thyssensche Kohlen- und Energiewirtschafts-GmbH. (importer, exporter, retailer, wholesaler), 170 Duisburger Strasse, Postfach 287, Thyssenhaus, 422 Dinslaken. WTD 1/20/67.

SWEDEN—Polyvinyl chloride, copolymers. IKO Kabelfabrik AB (manufacturer), P.O. Box, Grimsas. WTD 11/17/66.

283 Drugs

GREECE—Pharmaceutical preparations for veterinary use (vitamins, drugs, etc. for poultry). Requests descriptive literature, c.i.f. Piraeus price quotations. Panayotis Maniatis (poultry farm), 120 Har. Trikoupi St., Athens 706. WTD 12/16/66.

GUATEMALA—Veterinary biological products. Requests replies in Spanish. Direct purchase and agency. Keller y Cia. Suc. Octavio, Figueroa C. (importing distributor), 4a Avenida 15-59, Zona 1, Guatemala City. WTD 6/2/66.

● **IRAQ**—Pharmaceuticals, medicinal chemicals, and surgical dressings consisting of over 190 items, including sulfadiazine 0.5 gm., 100,000 tablets; triple sulfas, 100,000 tablets; ferrous gluconate 5 gr., 40,000 tablets; chloraquine, 30,000 tablets; castor oil, 20 gallons; liquid paraffine pure, 30 gallons; ether, 50 kg.; vaseline pure white, 200 kg.; vitamin B complex 2 cc, 10,000 ampoules; pentothal sodium 1 gm., 500 ampoules; liver extract USP 2 cc., 10,000 ampoules; barium sulfate powder, X-ray quality, 150 kg.; bismuth carbonate powder, 150 kg.; talcum powder, 250 kg.; sodium bicarbonate powder, 200 kg.; tetracycline, 250 mg., 50,000 capsules; chloramphenicol 250 mg., 60,000 capsules; dihydrostreptomycin 1 gm., 50,000 vials; tetracycline ophthalmic ointment ⅛ oz., 1,000 tubes; procaine penicillia 400,000 I.U., 30,000 vials; medicinal gauze, 10,000 yards; crepe bandage 4", 200 rolls; triangular bandage, 50; zinc plaster 3" adhesive, 20 kg.; cotton in packaging of ½ kg., 400 kg. Tender No. 71/66, bid deadline March 26. Copies of tender available on a limited time loan basis only from the Chemicals & Allied Products Division, Business & Defense Services Administration, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-WO 7-2239).

● Ten antibotic items, including penicillin G. sodium, 200,000 I.U., 1,000,000 vials; penicillin G. sodium, 500,000 I.U., 500,000 vials; streptomycin sulfate, 1 gm., 1,200,000 vials; penicillin procaine G. sodium 300,000 I.U. with penicillin G. sodium, 100,000 I.U., 5,000,000 vials; penicillin procaine G. sodium, 300,000 I.U. with penicillin G. sodium, 100,000 I.U., plus streptomycin 0.5 gm., 5,000,000 vials; and penicillin topical ointment, 20 gm., 3,000,000 tubes. Tender No. PHARM/1/67, bid deadline Feb. 28. Copies of tender available on a limited time loan basis only from the Chemicals & Allied Products Division, Business & Defense Services Administration, U. S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-WO 7-2239).

284 Soaps, detergents, cleaning preparations, perfumes, cosmetics

AUSTRALIA—Janitorial supplies, including specialty waxes, soaps, detergents, polishes, sanitation products and preparations. Direct purchase and agency. Magna Alloys & Research Pty. Ltd. (importer, wholesaler, manufacturer), 21 May St., St. Peters, N.S.W. WTD 6/9/66.

BAHRAIN—Perfumes, cosmetics, similar preparations for women, children. Direct purchase and agency. Requests prices c.i.f. or c. & f. Bahrain. Kamal Store (importer, retailer, wholesaler, commission agent), al-Khalifah Rd., Manama. WTD 12/28/66.

FINLAND—Perfumes, complete lines of cosmetics (women's, men's) aerosol deodorants, nail polishes. Interested in distributorship. Oy Merkur Rohdos Ab (importer, distributor), Vattuniemenkuja 1, Helsinki 20. WTD 11/30/66.

GUATEMALA—Repackaging operations, including licensing agreement arrangements for room deodorizers. IPACA—Industria de Productos Alimenticios Centroamericana (manufacturer), 6a Avenida 9-47, Zona 9, Guatemala City. WTD 1/67.

285 Paints, varnishes, lacquers, enamels

AUSTRALIA—Paints, industrial coatings, enamels, epoxy esters, phenolics and primers for metals, masonry, steel and timber, including anti-corrosion paints. Direct purchase and agency. Magna Alloys & Research Pty. Ltd. (importer, wholesaler, manufacturer), 21 May St., St. Peters, N.S.W. WTD 6/9/66.

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289 Chemical products

AUSTRALIA—Solders, fluxes; heat-treating compounds. Direct purchase and agency. Magna Alloys & Research Pty. Ltd. (importer, wholesaler, manufacturer), 21 May St., St. Peters, N.S.W. WTD 6/9/66.

GERMANY—Adhesives for shoe industry. Requests price quotations c.i.f. Hamburg. Direct purchase and agency. Fr. Schwalfenberg (importer, wholesaler), 29 Gutenbergstrasse or Postfach 1589, 43 Essen/Ruhr. WTD 9/13/66.

SWEDEN—Pyrotechnical distress signals. Direct purchase and agency. Ingenjorsfirman AB Botan (manufacturer, agent), P.O. Box 102, Halsingborg. WTD 1/23/67.

299 Products of petroleum, coal

AUSTRALIA—Lubricants. Direct purchase and agency. Magna Alloys & Research Pty. Ltd. (importer, wholesaler, manufacturer), 21 May St., St. Peters, N.S.W. WTD 6/9/66.

GERMANY—Industrial lubricants, motor lubricants; gas oils; fuel oils; bunker oil. Re-

quests price quotations c.i.f. Rotterdam. Direct purchase and agency. Thyssensche Kohlen- und Energiewirtschafts-GmbH. (importer, exporter, retailer, wholesaler), 170 Duisburger Strasse, Postfach 287, Thyssenhaus, 422 Dinslaken. WTD 1/20/67.

301 Tires, tubes

IRAQ—Automobile, bus, truck, tractor tires. Direct purchase and agency. Export-Import Commission Agency (importer, retailer, wholesaler, commission agent), P.O. Box (South Gate 675), Baghdad. WTD 1/67.

IRELAND—Automobile, truck, tractor tires. Direct purchase and agency. Irish Co-Operative Agency Society Ltd. (importing distributor, manufacturers' agent, manufacturer), Roxboro Rd., Limerick. WTD 1/67.

302 Rubber footwear

SWEDEN—Footwear; pacs, tennis, boating and related. Direct purchase and agency. Frick & Nilsson AB (agent), Stora Badhusgatan 20, Goteborg C. WTD 5/12/66.

306 Fabricated rubber products

GERMANY—Rubber sole material for ladies', men's, children's shoes. Requests price quotations c.i.f. Hamburg. Direct purchase and agency. Fr. Schwalfenberg (importer, wholesaler), 29 Gutenbergstrasse or Postfach 1589, 43 Essen/Ruhr. WTD 9/13/66.

Foam rubber padding, for use on clothing presses, resistant to temperatures up to 320 degrees F, highly elastic and bulky, pervious to air. Direct purchase and agency. Hewanco I.M. Hein K.G. (importer, distributor), Fedelhoeren 8 (POB 1577), 28 Bremen. WTD 7/23/65.

SWEDEN—Life preservers, automatic inflatable for aircraft. Direct purchase and agency. Ingenjorsfirman AB Botan (manufacturer, agent), P.O. Box 102, Halsingborg. WTD 1/23/67.

307 Plastic products

BRAZIL—Plastic films for printing industry. Socopan—Mercantil e Industrias Graficas S.A. (wholesaler, retailer, manufacturer), Avenida Erasmo Braga 227, 1° andar, salas 110/118, Rio de Janeiro ZC-P. State of Guanabara. Caixa Postal 4348 ZC-P. WTD 1/67.

FINLAND—Anatomic models for schools. Osakeyhtio Valistus (importer, distributor), Annankatu 29, Helsinki 10. WTD 12/16/66.

GERMANY—Plastic materials such as granulates and semi-finished products, plastic foils for building purposes and plastic molding compounds. Requests price quotations c.i.f. Rotterdam. Direct purchase and agency. Thyssensche Kohlen- und Energiewirtschafts-GmbH. (importer, exporter, retailer, wholesaler), 170 Duisburger Strasse, Postfach 287, Thyssenhaus, 422 Dinslaken. WTD 1/20/67.

Plastic models (biological and other science), model kits, all for educational purposes and other plastic teaching aids. Requests replies in German. Christian Vogt, Lehrmittelfabrik (manufacturer, distributor, importer, exporter), 6497 Steinau, Vogelsberger Str. 8. WTD 1/67.

Foamed plastics, for use as padding on clothing presses, resistant to temperatures up to 320 degrees F, highly elastic and bulky, pervious to air. Direct purchase and agency. Hewanco I.M. Hein K.G. (importer, distributor), Fedelhoeren 8 (POB 1577), 28 Bremen. WTD 7/23/65.

Plastic hoses, hose lines. Direct purchase and agency. Techno Chemie, Kessler & Co. GmbH. (manufacturer, distributor, importer, exporter), 6 Frankfurt/Main, P.O.B. 13381. WTD 1/67.

SOUTH AFRICA—Lightweight woven polypropylene fabric for manufacture of bags, in widths 36", 40", 45" and 50" in specifications such as 1000, 1200 and 1500 denier, 10 x 10, 12 x 12 and 14 x 14 per inch. Requests samples, details of prices. Durban Bag Company (Pty.) Ltd. (manufacturer), P.O. Box 10, Jacobs, Durban. WTD 1/20/67.

311 Leather tanning, finishing

GERMANY—Sole leather for ladies', men's, children's shoes. Requests price quotations c.i.f. Hamburg. Direct purchase and agency. Fr. Schwalfenberg (importer, wholesaler), 29 Gutenbergstrasse or Postfach 1589, 43 Essen/Ruhr. WTD 9/13/66.

JAPAN—Peccary skins, tanned or wet salted. One or more U.S. suppliers capable of furnishing $8,000-10,000 peccary skins every two months. Fuso Trading Co., Ltd. (importer, exporter), 7-1 Tsukiji 4-chome, Chuo-ku, Tokyo (Central P.O. Box 11, Tokyo). WTD 1/20/66.

314 Footwear, except rubber

GERMANY—Leather shoes and slippers, and slippers of textile fabrics for ladies, men, children. Requests price quotations c.i.f. Hamburg. Direct purchase and agency. Fr. Schwalfenberg (importer, wholesaler), 29 Gutenbergstrasse or Postfach 1589, 43 Essen/Ruhr. WTD 9/13/66.

SWEDEN—Boots for camping, fishing, hunting; leather/rubber pacs; bowling shoes. Direct purchase and agency. Frick & Nilsson Aktiebolag (agent), Stora Badhusgatan 20, Goteborg C. WTD 5/12/66.

319 Leather goods

FINLAND—Vanity and cosmetic cases (for travel), jewelry chests, boxes. Interested in distributorship. Oy Merkur Rohdos Ab (importer, distributor), Vattuniemenkuja 1, Helsinki 20. WTD 11/30/66.

322 Glass, glassware

ECUADOR—Novelty and table glassware, machine made, for household use and decoration. Illustrated catalogs requested with offers. Requests replies in Spanish. Casa Vivanco (importer, wholesaler, retailer), P.O. Box 2081, Quito. WTD in preparation.

GERMANY—Glass, crystal wares, table, kitchen articles, commercial and household. Requests price quotations c.i.f. Hamburg or Bremen. Direct purchase and agency. Friedrich Becker (importer, manufacturers' sales agent), 7-9 Trankgasse, Zimmer 101, Deichmannhaus, 5 Koeln a. Rh. WTD 1/18/67.

326 Pottery, related products

ECUADOR—Decorated chinaware for household use; decorative china. Illustrated catalogs, in color, requested with offers. Quotations f.o.b. and c.i.f. Guayaquil. Direct purchase and agency. Requests replies in Spanish. Casa Vivanco (importer, retailer, wholesaler), P.O. Box 281, Quito. WTD in preparation.

GERMANY—Earthenware, decorated and undecorated; china; ceramic articles; all table and kitchen wares, commercial and household. Requests price quotations c.i.f. Hamburg or Bremen. Direct purchase and agency. Friedrich Becker (importer, manufacturers' sales agent), 7-9 Trankgasse, Zimmer 101, Deichmannhaus, 5 Koeln a. Rh. WTD 1/18/67.

331 Steel mill products

DENMARK—Steel; for manufacture of panel-radiators 5000-10,000 tons in coils; thickness 1.2 mm.; width: one to two meters; s.p.o. quality, weldable. Successive shipments; each coil may weigh up to, but no more than ten tons. G.A.L. Thorsens Factories Ltd. (manufacturer, importer, exporter), Lystrup St. Jutland. Cable: galtor lp. WTD 9/16/66.

● **INDIA**—Plates: 2,059 metric tons. Tender No. S-74 of 1967, bid deadline Feb. 23. Director, Wagon Production, Railway Board, Ministry of Railways, Rail Bhavan, Raisina Road, New Delhi-1. Tender documents available from the India Supply Mission (Ref. No. D/ENQ/2192), 2536 Massachusetts Ave., Washington, D.C. 20008. Tender fee (not refundable), $1.50 each, payable in advance. A copy may be examined at the above office or in Rm. 4224 Iron & Steel Division, BDSA, U.S. Department of Commerce, Washington, D.C.

● **IRAQ**—Tinplate, C.R. electrolytic, for imperial gallon cans: plain, 2,688,000 pcs. 18⅝" x 28⅜" x 30 B.G.; 740,000 pcs. 20 3/16" x 30⅜" x 30 B.G.; 144,000 pcs. 20" x 28½" x 31 B.G.; 99,000 pcs. 24" x 32" x 30 B.G. Lithographed (premium) 240,000 pcs. 20⅜" x 26" x 31 B.G.; 200,000 pcs. 22⅝" x 28" x 30 B.G.; lithographed (regular) 12,000 pcs. 22⅝" x 28" x 30 B.G. Tender No. 42/66, bid deadline Feb. 25. Directorate General, Government Oil Refineries Administration, Ministry of Oil, Baghdad. U.S. firms are authorized to bid using the information in the above tender documents without writing to the Government Oil Refineries Administration. Any firm participating in this tender should enclose a check for $2.80 per set with its bid if it has not already purchased a set of documents. The bidder should submit a bank guarantee of $28,000.★ (Telephone: 202-WO 7-2363).

332 Steel foundries

AUSTRALIA—Tool steels, quality steels. Direct purchase and agency. Magna Alloys & Research Pty. Ltd. (importer, wholesaler, manufacturer), 21 May St., St. Peters, N.S.W. WTD 6/9/66.

341 Metal cans

FINLAND—Aerosol valves and special containers for detergents, cosmetics, insecticides. Requests descriptive literature, price lists, terms. Farmos Oy (manufacturer, exporter, importer), Turku 17. WTD 2/4/66.

342 Cutlery, hand tools, general hardware

AUSTRALIA—Small tools, automotive hardware. Direct purchase and agency. Magna Alloys & Research Pty. Ltd. (importer, wholesaler, manufacturer), 21 May St., St. Peters, N.S.W. WTD 6/9/66.

FINLAND—Manicure scissors, implements, also in sets. Interested in distributorship. Oy Merkur Rohdos Ab (importer, distributor), Vattuniemenkuja 1, Helsinki 20. WTD 11/30/66.

SWITZERLAND—Non-sparking hand tools, including saws, hammers, wrenches, picks, chisels, pliers, tin shears, ratchets, screwdrivers, axes, pickaxes, shovels. Balduin Weisser Ltd. (importer, wholesaler), Clarastrasse 48, 4000 Basel 21. WTD in preparation.

343 Heating apparatus, plumbing fixtures

GREECE—Central heating equipment, plumbing fixtures. Direct purchase and agency. Dim. A. Papaevangelu (engineering office), 13 Dodekanisou St., Thessaloniki. WTD 1/67.

345 Screw machine products

AUSTRALIA—Threaded fasteners, nuts, bolts. Direct purchase and agency. Magna Alloys & Research Pty. Ltd. (importer, wholesaler, manufacturer), 21 May St., St. Peters, N.S.W. WTD 6/9/66.

346 Metal stampings

ECUADOR—Stainless steel kitchen utensils of all kinds. Catalogs requested with offers. Direct purchase and agency. Requests replies in Spanish. Casa Vivanco (importer, retailer, wholesaler), P.O. Box 2081, Quito. WTD in preparation.

349 Fabricated metal products

● **BRAZIL**—Supply of two main vault doors, minimum weight 20 metric tons each, height 2.10 meters, width 1.05 meters; three emergency vault doors, .60 x .60 meters; doors to have alarm devices, timing devices, safety mechanisms, to be air-tight and of stainless steel finish. Tender No. 9/66, bid deadline Feb. 20. Terms and specifications in Portuguese. The Caixa Economica Federal, Rio de Janeiro.★ (Telephone: 202-WO 7-2939).

GERMANY—Metal fittings, unions, valves, control valves, all for hydraulic power. Direct purchase and agency. Techno Chemie, Kessler & Co. GmbH. (manufacturer, distributor, importer, exporter), 6 Frankfurt/Main, P.O.B. 13381. WTD 1/67.

● **MALAYSIA**—Supply of varying sizes and quantities of cast iron sluice valves, air valves, fire hydrants, pipes, and brass ferrules. Bid deadline March 6. Director, Public Works, P.W.D., Headquarters, Maxwell Rd., Kuala Lumpur.★ (Telephone: 202-WO 7-5589).

351 Engines, turbines

● **PORTUGAL**—Supply and installation of the third steam turbine generator group at the Carregado Thermo-Electric Station, 50 kilometers from Lisbon. Bid deadline March 6. Specifications available at Empresa Termo-Electrica Portugresa, S.A.R.L., Rua Rosa Araujo 34-3°, Lisbon for $17.50 per copy. The project is financed by the World Bank.

352 Farm machinery

GREECE—Farm machinery and equipment in general, including incubators, chicken feeders, other equipment for animal and poultry industries. Requests illustrated literature, c.i.f. Piraeus price quotations. Panayotis Maniatis (poultry farm), 120 Har. Trikoupi St., Athens 706. WTD 12/16/66.

353 Construction, mining materials handling machinery

INDIA—Importer desires to purchase technical literature, publications, films, scale models of earthmoving, construction equipment. Models desired are cutaway type for educational training purposes. Contact Mr. S. V. Parmar, Proprietor, Modern Trading Corp., 79 Medows St., Bombay 1.

● **IRAN**—Two mobile cranes, 5 and 15-ton capacity. Tender No. A/3150 of 25/12/66, bid deadline March 13. Steel Corp. of Iran (SCI), Tehran. Tender documents and specifications available on payment of rials $50 from SCI Secretariat at Ferdowsi Square, 35 Forsat Ave., Tehran.

MOROCCO—Opportunity desired for representing manufacturers of 40 ton off-highway haulers, dozers, 200-400 h.p., earthmoving scrapers, drilling machines and mining equipment. Mustapha M'Chiche Alami, 6 Place de la Meuse, Rabat, Agdal.

354 Metalworking machinery

AUSTRALIA—Small tools; machine shop supplies. Direct purchase and agency. Magna Alloys & Research Pty. Ltd. (importer, wholesaler, manufacturer), 21 May St., St. Peters, N.S.W. WTD 6/9/66.

● **BURMA**—Metalworking machinery including six 9″ lathes with 4′ center to center distance; six pillar type drill presses—1¼″ capacity; four power hacksaws—8″ sq. capacity; three 12″ dia. circular saws; 13 bench drills—½″ capacity; and four 13″ swing wood turning lathes. Tender No. DTE/MCY/1/66-67, bid deadline Feb. 28. Directorate of Technical Education, 123 Natmauk Road, Rangoon.★ (Telephone: 202-WO 7-2723).

● Metalworking machinery including eighteen gages—micrometers, calipers, and screw pitch and cylinder bore gages; piston ring compressors and expanders—ten each; ten tire pressure gages; engine compression testers—two sets; eight torque wrenches, and two valve seat grinding sets. Tender No. 8Q/PWC(M)66-67, bid deadline Feb. 24. Public Works Corp., No. 60, Shwedagon Pagoda Rd., Rangoon.★ (Telephone: 202 WO 7-2723).

GREECE—Power-driven hand tools, including drills, automotive maintenance equipment; machine toll accessories (drill bits for marble, concrete, etc.). Requests descriptive literature, c.i.f. Piraeus price quotations. Direct purchase and exclusive agency. Anastasios S. Hekimoglou (importer), 6 Pitaki St., Athens 114. WTD 12/27/66.

● **INDIA**—One crankshaft grinder; 700 mm. swing, 2,500 mm. between centers. Tender No. M-34(B)HD/617, bid deadline Feb. 25, Global procurement. Executive Engineer, Work Shops & Machinery Divisions, Nagarjunasager Canals, Macherla (Guntur Dist.) A.P. Copies of tender documents may be obtained from India Supply Mission, Washington, D.C. (Ref. No. D/ENQ/2189) for $.75 each copy.

PAKISTAN—Steel tube-making plant with built-in electric welding process for light gauges of mild steel strip ranging between 14 to 20 SWG with outer diameter from ⅜″ to 1¼″. Electric current AC, 440 volts, 50 cycles, three-phase. Steel tube making plant producing pipes of 11 SWG with outer diameter of 1½″. For use in cycle manufacturing industry. Pakistan Cycle Industrial Cooperative Ltd. (importing distributor, manufacturer), National House, 47 The Mall, Lahore. WTD 12/22/66.

355 Special industry machinery

AUSTRALIA—Paper conversion machinery; machinery for manufacture of manila folders, stationery, and paper or cardboard files. Direct purchase and agency. Mitchell Ross & Co. Pty. Ltd. (importer, manufacturer, wholesaler, sales agent), 225 Pyrmont St., Pyrmont, N.S.W. WTD 1/67.

BRAZIL—Offset and silkscreen machines, related equipment, supplies. SOCOPAN—Mercantil e Industrias Graficas S.A. (wholesaler, retailer, manufacturer), Avenida Erasmo Braga 227, 1° andar, salas 110/118, Rio de Janeiro ZC-P, Estado da Guanabara. Caixa Postal 4348 ZC-P. WTD 1/67.

GERMANY—Special machinery, equipment for glass industry. Alfred Zippe & Sohn, Maschinen- und Apparatebau (manufacturer, exporter), 6980 Wertheim/Main, Kiesweg 1. WTD 1/67.

GREECE—Dairy milk products plant machinery, equipment, including dairy bottling machines. Direct purchase and agency. Dim. A. Papaevangelu (engineering office), 13 Dodecanisou St., Thessaloniki. WTD 1/67.

HONG KONG—Machinery for manufacturing ice cream cones, doughnuts, sausages. Robertson, Wilson & Co., Ltd. (importer, wholesaler), P.O. Box 204. Cable: Overdale Telex: HKG-491. WTD in preparation.

● **INDIA**—Supply of one complete outfit for sectional and patchwork repairs of various sizes of tires, tubes. Tender No. 1036/BPO/R-286/9147, bid deadline March 8. Chief Purchase Officer, Beas Purchase Organization, Talwara Township, Hoshiarpur, Punjab, India. Copies of tender documents available from the India Supply Mission, 2536 Mass. Ave., NW., Washington, D.C. 20008.★ (Telephone: 202-WO 7-5589).

IRELAND—All types of dairy, including laboratory, equipment. Direct purchase and agency. Irish Co-Operative Agency Society, Ltd. (importing distributor, manufacturers' agent, manufacturer), Roxboro' Rd., Limerick. WTD 1/67.

SWEDEN—Cleaning plant based upon water or other liquids for washing of about two tons of steel nuts and similar articles per hour in dimension area M4 to 1″. Plant is to be as automatic as possible and should only be served by one man; should include a zone for oiling or similar as articles should be rust protected when leaving the plant. Specified detailed information available from Trade Opportunity Staff, U.S. Department of Commerce, BDSA-624, Rm. 4203, Washington, D.C. 20230. Bultfabriks AB (exporter, manufacturer), Hallstahammar. WTD 6/26/66.

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Ask the Department of Commerce Field Office for advice.

356 General industrial machinery

AUSTRALIA—Evaporative coolers, ranging from portable sizes, i.e. 1,000 CFM, to units with capacity of 10,000 CFM. C. J. Evans (manufacturer, contractor), P.O. Box 175, Cobar, N.S.W. WTD 1/67.

GERMANY—Rubbish processing machinery. Alfred Zippe & Sohn, Maschinen- und Apparatebau (manufacturer, exporter), 6980 Wertheim/Main, Kiesweg 1. WTD 1/67.

GREECE—Paint sprayers. Requests descriptive literature, c.i.f. Piraeus price quotations. Direct purchase and exclusive agency. Anastasios S. Hekimoglou (importer), 6 Pitaki St., Athens 114. WTD 12/27/66.

SWEDEN—Hydraulic pumps for marine, industrial use. Direct purchase and agency. Ingenjorsfirman AB Botan (manufacturer, agent), P.O. Box 102, Halsingborg. WTD 1/23/67.

357 Office, computing, accounting machines

● **IRAQ**—Supply of one electronic computing machine of fourteen digits, four electronic operations, forty electronic memories, etc. Tender No. TAWZEE 2/1967, bid deadline February 18. Administration of Distribution of Oil Products, Ministry of Oil, Baghdad.★ (Telephone: 202-WO 7-2939).

NETHERLANDS—Labeling machines, collating machines, tying machines, other small novel office machines. Direct purchase and agency. Ruys Handelsvereniging N.V. (importer, wholesaler), 17 Lange Voorhout, The Hague. WTD 4/29/66.

358 Service industry machinery

GERMANY—Water treatment equipment, fully automatic water softeners, high quality, commercial and domestic types; glass fibre mineral and salt storage tanks for water softeners. Direct purchase and agency. Cillichemie Ernst Vogelmann (manufacturer, exporter, importer), 71 Heilbronn a. Neckar. WTD 1/67.

GREECE—Refrigerant compressor units and other refrigeration and air-conditioning equipment; farm and dairy milk coolers. Direct purchase and agency. Dim. A. Papaevangelu (engineering office), 13 Dodekanisou St., Thessaloniki. WTD 1/67.

THAILAND—Air-conditioner, window type, 15,000/17,000 BTU, as well as other sizes. Desires immediate airmail quotation with catalogs. Interested in dealing with firms having no previous agency arrangement in Thailand. Num Lee Timber Ltd. Part. (importer, sales agent), 72/15 Damrongrak Rd., Bangkok. WTD 4/26/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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361 Electric transmission, distribution equipment

● **AUSTRALIA**—Design, supply, erection, initial maintenance of two 180 MVA, 330 KV, 3-phase auto-transformers for Dapto Substation. Tender No. 1760, bid deadline Apr. 3. The Manager & Secretary, Electricity Commission of New South Wales, Pear House, 1 Castlereagh Street, Sydney, N.S.W. (Box 5257, G.P.O., Sydney, N.S.W.).★ (Telephone: 202-WO 7-4241).

FINLAND—Precision electronic laboratory instruments and components (measuring voltage, current, resistance, etc.). Teratron Co. (importer, distributor, agent), Lauttasaarentie 39 A, Helsinki 20. WTD 12/30/66.

● **HONG KONG**—Supply of 61,000 miscellaneous 200-volt, single phase, 50-cycle fully enclosed air-break circuit breakers ranging from 5A to 30A. All must be quick-made, quick-break, time-delay, trip-free, and hydraulic-magnetic. Tender No. Stores U-52108, bid deadline March 10. Since tenders from firms not domiciled in Hong Kong are not usually accepted by the Hong Kong Government, it is suggested that offers be made through local agents. For agents, see Trade List: "Machinery, Equipment and Supplies, Electrical Importers & Distributors—Hong Kong," available for $1 from the Commercial Intelligence Division of the U.S. Department of Commerce and commerce field offices. Issuing authority is The Secretary, Tender Board, Colonial Secretariat, Government Offices, Lower Albert Road, Hong Kong.★ (Telephone: 202-WO 7-4241).

● **MALAYSIA**—The Crown Agents on behalf of the Sarawak Electricity Supply Corp. is inviting bids for the supply, delivery, and erection of an overhead line, underground cable, switchgear, transformers, etc. This equipment consists of approximately 8½ miles of single circuit 33 kv overhead line; 4½ miles of 33 kv underground cable; 4 miles of pilot cable; 33/11 kv substations including switch-gear, transformers, (2½, 5, and 10MVA), cabling and civil works; tools, spare parts.

Tender documents may be obtained from The Crown Agents for Overseas Governments & Administrations, 4 Milbank, London, S.W. 1, upon payment of approximately $14 per set, not refundable. Interested firms should make reference to E1/SESCO 6/25441, when requesting tender documents. Bid deadline is 1 p.m., March 3.

362 Electrical industrial apparatus

AUSTRALIA—Welding electrodes. Direct purchase and agency. Magna Alloys & Research Pty. Ltd. (importer, wholesaler, manufacturer), 21 May St., St. Peters, N.S.W. WTD 6/9/66.

● **GREECE**—Supply of two 600 KW, A.C., diesel engine driven generator sets and auxiliaries. Tender No. DED-5066/C-1, bid deadline not set. Public Power Corp., 28 Chalkokondyli St., Athens 102. Attention: Purchasing Dept.★ (Telephone: 202-WO 7-4241).

● Supply and supervise erection of two 3000 KW, 428 to 750 RPM, 6300 V, 50 cycle diesel generator sets for the Rhodes Power Station on the Island of Rhodes. Tender No. DED-5082/C-1. Public Power Corp., 23 Chalkokondyli St., Athens 120, Attn.: Purchasing Dept.★ (Telephone: 202-WO 7-4241).

KOREA—Gasoline and diesel-powered generating units of capacities ranging from 1 to 200 kwh. Tong Jin Trading Co., Ltd. (commission merchant), Room 322 Bando Bldg., 180, 1-ka, Ulchi-ro, Chung-ku, Seoul. (I.P.O. Box 1254 Seoul). WTD 1/17/67.

363 Household appliances

ECUADOR—Gasoline-fired cooking units, small-size, one and two burners. Illustrated literature requested with offers. Direct purchase and agency. Requests replies in Spanish. Maria L. de Torres V. (importer, distributor), P.O. Box 14, Ambato. WTD 12/16/66.

364 Electric lighting, wiring equipment

AUSTRALIA—Electrical terminals, other electrical supplies. Direct purchase and agency. Magna Alloys & Research Pty. Ltd. (importer, wholesaler, manufacturer), 21 May St., St. Peters, N.S.W. WTD 6/9/66.

ECUADOR—Electric light bulbs, switches, sockets. Catalogs requested with offers. Direct purchase and agency. Requests replies in Spanish. Maria L. de Torres V. (importer, retailer, wholesaler), P.O. Box 14, Ambato. WTD 12/16/66.

SWEDEN—Sea rescue flashing signals. Direct purchase and agency. Ingenjorsfirman AB Botan (manufacturer, agent), P.O. Box 102, Halsingborg. WTD 1/23/67.

365 Radio, television receiving sets

ECUADOR—Household radios, non-color television receiving sets, and record players; all styles. Illustrated catalogs, literature requested with offers. Quotations requested f.o.b. and c.i.f. Guayaquil. Direct purchase and agency. Requests replies in Spanish. Casa Vivanco (importer, retailer, wholesaler), P.O. Box 2081, Quito. WTD in preparation.

366 Communication equipment

FINLAND—Radio, television studio equipment. Direct purchase and agency. Oy Findip Ab (manufacturer, importer, agent), Mannerheimintie 29 C, Helsinki 25. WTD 12/14/66.

Commercial, amateur and citizen band radio receivers, transmitters, aerials. Requests brochures, terms, price lists. Radio-TV-Experten (importer, retailer), Strandgatan 4, Mariehamn. WTD 11/9/66.

SWEDEN—Electronic fire detection apparatus, radios for small aircraft. Direct purchase and agency. Ingenjorsfirman AB Botan (manufacturer, agent), P.O. Box 102, Halsingborg. WTD 1/23/67.

367 Electronic components, accessories

FINLAND—Electronic testing, measuring instruments; components for electronic industry. Direct purchase and agency. Oy Findip Ab (manufacturer, importer, agent), Mannerheimintie 29 C, Helsinki 25. WTD 12/14/66.

369 Electrical machinery

● **GREECE**—Supply of our X-ray diagnostic units of a minimum nominal output of 500 MA-125 KV each. Tender No. 50/66, bid deadline not yet determined. Estimated value $99,700. Institute of Social Insurance (IKA), Supply Dept., 8 Aghion Konstantinou St., Athens.★ (Telephone: 202-WO 7-2939).

● Supply of two X-ray units of a minimum nominal output of 500 MA-125 KV each. Tender No. 1/67, bid deadline Feb. 28. Estimated value: $50,000. Institute of Social Insurance (IKA), Supply Dept., 8 Aghiou Konstantinou St., Athens.★ (Telephone: 202-WO 7-2939).

371 Motor vehicles, motor vehicle equipment

IRAQ—Automobile, bus and truck spare parts, accessories. Direct purchase and agency. Export-Import Commission Agency (importer, retailer, wholesaler, commission agent), P.O. Box (South Gate 675), Baghdad. WTD 1/67.

374 Railway equipment

● **BURMA**—Supply of one set re-railing equipment. Reference No. MEIC/B.Rlys/13 (T)-168/66-67, bid deadline Feb. 20. The Chairman, Union of Burma Railway Board,

Bogyoke Aungsan St., Rangoon. Terms of payment by letter of credit or by arrangements. A copy of conditions and technical data may be reviewed only in Rm. 4314, Transportation Equipment Division, BDSA-596, U.S. Department of Commerce, Washington, D.C. 20230.★ (WO 7-4817).

● **SUDAN**—Supply of three motor trolleys. Contract No. 3674, bid deadline March 16, Office of Controller of Stores, Sudan Railways, Atbara. Prices should be quoted on both f.o.b. and c.i.f. Port Sudan bases and tenders must be valid for two months from the closing date. A copy of specifications and details may be reviewed in Rm. 4314, Transportation Equipment Division, BDSA-596, U.S. Department of Commerce, Washington, D.C. 20230.★ (WO 7-4817).

381 Engineering, laboratory, scientific, research instruments

FINLAND—Appliances, equipment for school physics laboratories. Osakeyhtio Valistus (importer, distributor), Annankatu 29, Helsinki 10. WTD 12/16/66.

SWEDEN—Flight instruments for small aircraft. Direct purchase and agency. Ingenjorsfirman AB Botan (manufacturer, agent), P.O. Box 102, Halsingborg. WTD 1/23/67.

382 Instruments for measuring, controlling, indicating physical characteristics

PORTUGAL—Non-metallic mine detectors. Jose de Sousa Barreto (importer, sales agent), Avenida Entre-Aeroportos 28 r/c Esq. Lisbon 6. WTD 3/29/66.

SWEDEN—Test instruments for atmospheric pollution. Direct purchase and agency. Ingenjorsfirman AB Botan (manufacturer, agent), P.O. Box 102, Halsingborg. WTD 1/23/67.

383 Optical instruments, lenses

FINLAND—Microscopes, ready-prepared slides for schools. Osakeyhtio Valistus (importer, distributor), Annankatu 29, Helsinki 10. WTD 12/16/66.

384 Surgical, medical, dental instruments

GERMANY—Surgical dressing, bandages, novelties, specialties. Direct purchase and agency. Kaiserslauterner Verbandstoff Fabrik Emil Bender GmbH (manufacturer, distributor), 675 Kaiserslautern, Gersweilerweg 4. WTD 5/2/66.

GUATEMALA—Complete line of veterinary instruments. Direct purchase and agency. Requests replies in Spanish. Keller y Cia. Suc., Mr. Octavio Figueroa C. (importing distributor), 4a. Avenida 15-59, Zona 1, Guatemala City. WTD 6/2/66.

386 Photographic equipment

BRAZIL—Photocopy equipment, related supplies. Socopan- Mercantil e Industrias Graficas S.A. (wholesaler, retailer, manufacturer), Avenida Erasmo Braga 227, 1° andar, salas 110/118, Rio de Janeiro, ZC-P, Estado da Guanabara. Caixa Postal 4348 ZC-P. WTD 1/67.

FINLAND—Still picture transparency projectors, educational transparencies for schools. Osakeyhtio Valistus (importer, distributor), Annankatu 29, Helsinki 10. WTD 12/16/66.

387 Watches, clocks

ECUADOR—Household clocks of all kinds; kitchen, wall hanging, table and mantle styles; electric, non-electric, battery. Catalogs, prices requested with offers. Direct purchase and agency. Requests replies in Spanish. Casa Vivanco (importer, retailer, wholesaler), P.O. Box 2081, Quito. WTD in preparation.

394 Toys, amusement, sporting, athletic goods

GERMANY—Model construction sets, balsa kits, engines, motors, accessories for RC plane and boat models (no plastic kits); radio control units; kits for high quality slot race cars; general hobby supplies. Direct purchase and agency. Alexander Engel K.G. (manufacturer, sales agent, wholesaler, exporter, importer), 7134 Knittlingen, Wuerttemberg. WTD 1/67.

GUATEMALA—Sporting goods, athletic articles, fishing equipment. Requests replies in Spanish. Direct purchase and agency. Almacen Deportes—Mario A. Spillari A. (distributing importer), 6a. Avenida 12-59, Zona 1, Guatemala City. WTD 1/67.

396 Costume jewelry, novelties, buttons

BAHRAIN—Costume jewelry and novelties made of all materials except precious metals and stones. Direct purchase and agency. Requests prices c.i.f. or c.&f. Bahrain. Kamal Store (importer, retailer, wholesaler, commission agent), al-Khalifah Rd., Manama. WTD 12/28/66.

FINLAND—Vanity cases (for travel), hair clips, barrettes, ribbons. Interested in distributorship. Oy Merkur Rohdos Ab (importer, distributor), Vattuniemenkuja 1, Helsinki 20. WTD 11/30/66.

399 Manufacturing industries

AUSTRALIA—Janitorial supplies, including brooms, brushes, mops, etc. Direct purchase and agency. Magna Alloys & Research Pty. Ltd. (importer, wholesaler, manufacturer), 21 May St., St. Peters, N.S.W. WTD 6/9/66.

FINLAND—Promotional articles aimed at adolescent market and sold with candy and gum, such as rings, charms, key ring emblems, pictures, decalcomanias, whistles. Firm interested in distributorship. Ibero Oy (importer, distributor, retailer), Tarkk'ampujankatu 12, Helsinki 10. WTD 11/29/66.

Wigs, braids. Interested in distributorship. Oy Merkur Rohdos Ab (importer, distributor), Vattuniemenkuja 1, Helsinki 20. WTD 11/30/66.

GREECE—Steel tape measures. Requests descriptive literature, c.i.f. Piraeus price quotations. Direct purchase and exclusive distributorship. Anastasios S. Hekimoglou (importer), 6 Pitaki St., Athens 114. WTD 12/27/66.

504 Groceries, related products

ITALY—Live eels of all sizes, varieties. Pasquale Masala (importer, wholesaler), Via G. Mameli 97, Rome. WTD 1/67.

509 Wholesalers

BAHRAIN—Perfumes, cosmetics, similar preparations for women, children. Direct purchase and agency. Requests prices c.i.f. or c. & f. Bahrain. Kamal Store (importer, retailer, wholesaler, commission agent), al-Khalifah Rd., Manama. WTD 12/28/66.

KOREA—Steel scrap from U.S. West Coast. Pusan Steel Co., Ltd. (manufacturer, importer), Rm. 401 Chilsung Bldg., 112-24 Sokong-dong, Chung-ku, Seoul. WTD 1/67.

563 Women's accessories, specialty stores

BAHRAIN—Women's apparel accessories, blouses, costume jewelry and knitwear. Direct purchase and agency. c.i.f. or c. & f. Bahrain. Kamal Store (importer, retailer, wholesaler, commission agent), al-Khalifah Rd., Manama. WTD 12/28/66.

781 Motion picture production

HONG KONG—Animated cartoons for T.V. and motion picture theaters to advertise firm's toothpaste. Hawley & Hazel Chemical Works (importer, wholesaler, manufacturer, exporter), 902A Chartered Bank Bldg. Cable: Hawzelwork. WTD in preparation.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

011 Field crop farms

VENEZUELA—Grains. Agency for entire country. Requests replies in Spanish. Universal Electronics, C.A. (sales agent), Residencias Junin, 6-E, Calle Junin, Urbanizacion La Paz, El Paraiso, Caracas or Apartado 13162, Caracas. WTD 1/18/67.

203 Canning, preserving foods

HONG KONG—Dried plums, raisins, figs, in 1 lb. aluminum foil packing. Offers with samples, c.i.f. prices Hong Kong requested. Cheung On Hong, P.O. Box 3834. Cable: Cheungon. WTD in preparation.

204 Grain mill products

VENEZUELA—Animal feeds prepared and concentrated. Agency for entire country. Requests replies in Spanish. Universal Electronics, C.A. (sales agent), Residencias Junin, 6-E, Calle Junin, Urbanizacion La Paz, El Paraiso, Caracas or Apartado 13162, Caracas. WTD 1/18/67.

220 Textile mill products

AUSTRIA—All types of textile piece goods, particularly novelty fabrics. Emmerich Bartos (selling agent), Postfach 266, A-1015 Vienna. WTD 8/18/66.

222 Broad woven fabric mills, manmade fiber, silk

AUSTRIA—Woven piece goods of manmade fiber, gray or colored woven, also quilted, for men's, women's, children's outerwear. Richard Schlesinger (agent), Franz Josefs-Kai 21, A-1010 Vienna. WTD 4/28/66.

225 Knitting mills

HONG KONG—Men's elastic, anklet socks, cotton, nylon or silk. Exclusive agency. Associated Trading and Development Co. (Hong Kong) (importer, agent, exporter), 649 Alexandra House. Cable: Asobranch. WTD in preparation.

238 Apparel, accessories

HONG KONG—Sportswear for men, women. Exclusive agency. Associated Trading & Development Co. (Hong Kong) (importer, agent, exporter), 649 Alexandra House. Cable: Asobranch. WTD in preparation.

281 Industrial chemicals

NORWAY—Industrial chemicals for manufacture of paints, varnishes, paper, rubber products, printing ink. K. O. Torgan A/S (manufacturers' agent), Waldemar Thranesgate 84B, Oslo 1. WTD in preparation.

PAKISTAN—Chemicals for use in vegetable oil industry. Requests quotations, c. & f., Karachi. I. & S. Corp. (importer), 2nd Floor, Dada Chambers, Karachi 2. WTD 8/11/65.

287 Agricultural chemicals

PAKISTAN—Agricultural pesticides, insecticides. Requests quotations, c. & f., Karachi. I. & S. Corp. (importer), 2nd Floor, Dada Chambers, Karachi 2. WTD 8/11/66.

331 Steel mill products

PAKISTAN—Pipes, all types, including seamless pipes, steel sheets, allied products. Requests catalogs, quotations, c. & f., Karachi. I. & S. Corp. (importer), 2nd Floor, Dada Chambers, Karachi 2. WTD 8/11/66.

Tin plate, black plate, terne plate, other tin mill products. Requests quotations, c. & f. Karachi. I. & S. Corp. (importer), 2nd Floor, Dada Chambers, Karachi 2. WTD 8/11/65.

352 Farm machinery

FRANCE—Harvesting machinery, parts; harrows; planting, seeding machines, related light and medium duty farm equipment and small motoculture equipment. Requests replies in French. Etablissements Techine (manufacturers, wholesalers), 82 Valence-d'Agen, Tarn-et-Garonne. WTD 6/16/66.

VENEZUELA—Agricultural implements and tools, tractor parts, accessories. Agency for entire country. Jose Selva R. - Representaciones (sales agent), Edificio Los Ilustres, Piso 3 N° 13, Avenida Orinoco, Valle Abajo, Caracas or Apartado 7839 Nueva Granada, Caracas. WTD 1/11/67.

355 Special industry machinery

BELGIUM—Choppers, grinders, cutters, dicers, slicers, food, meat and sausage cutters, commercial. Agency. Etablissements Charco-Exportation (importer, exporter), 114 Avenue Moliere, Forest-Brussels. WTD 12/19/66.

356 General industrial machinery

THAILAND—Deepwell pumps, submersible pumps, vertical turbine pumps. Fully illustrated brochures, c.i.f. Bangkok price quotations requested. P. R. & Associates Co. Ltd. (importer, distributor), 464-466 Paholyothin Rd., Bangkok. WTD 9/8/66.

358 Service industry machines

PAKISTAN—Refrigeration equipment, commercial. Requests catalogs, quotations, c. & f., Karachi. I. & S. Corp. (importer), 2nd Floor, Dada Chambers, Karachi 2. WTD 8/11/65.

365 Radio, television receiving sets

KOREA—Magnetic tape recording machines. Sam Sung Corp. (sales agent, importer), Central P.O. Box 5060, Seoul. WTD 2/24/66.

371 Motor vehicles, motor vehicle equipment

VENEZUELA—Auto and truck transmission parts, clutch parts, bearings, etc. Agency for entire country. Jose Silva R.—Representaciones (sales agent), Edificio Los Ilustres, Piso 3, N° 13, Avenida Orinoco, Valle Abajo, Caracas or Apartado 7839 Nueva Granada, Caracas. WTD 1/11/67.

396 Costume jewelry, novelties, buttons, notions

HONG KONG—Women's costume jewelry; cuff links, tie clips, and tie tacks. Exclusive agency. Associated Trading & Development Co. (Hong Kong) (importer, agent, exporter), 649 Alexandra House. Cable: Asobranch. WTD in preparation.

509 Wholesalers

VENEZUELA—Seeds. Agency for entire country. Requests replies in Spanish. Universal Electronics, C.A. (sales agent), Residencias Junin, 6-E, Calle Junin, Urbanizacion La Paz, El Paraiso, Caracas, or Apartado 13162, Caracas. WTD 1/18/67.

Leads for Importers

Commodities are offered direct unless specified

106 Ferroalloy ores, except vanadium

VENEZUELA—Magnesium silicate, 70% unsolubles, 12-15% magnesium carbonate, 1% iron maximum guaranteed. Also containing sodium silicate, aluminum silicate, nickel silicate, chromium silicate, traces of titanium and thorium; caolin, containing 65-70% silice, 18-23% alumina, less than 1% iron content guaranteed. Shipments off north coast of Margarita island. Prices according to world market standards with volume discounts negotiable. Requests replies in Spanish. Magnesita Margarita, C.A. (mining), Edificio Karam, Avenida Urdaneta, Caracas. WTD 1/67.

205 Bakery products

IRAN—Biscuits, having shape of toys, animals, menu cracker and letters of alphabet. Biscoperse Corp. (manufacturer), Gorji Bldg., Bouzarjomehri Avenue, Tehran. WTD 3/9/66.

231 Men's, youths', boys' suits, coats, overcoats

AUSTRIA—Men's overcoats, suits, jackets, trousers, ski pants; Tyrolean-style garments. Erka Kleiderfabrik K.G., Robinson, Rubin & Kalwil (manufacturer, exporter), Gumpendorferstrasse 132, Postfach 148, A-1061 Vienna. WTD 1/67.

233 Women's, misses', juniors' outerwear

AUSTRIA—Women's overcoats, raincoats, suits, slacks, ski pants, Tyrolean-style garments. Erka Kleiderfabrik K.G., Robinson, Rubin & Kalwil (manufacturer, exporter), Gumpendorferstrasse 132, Postfach 148, A-1061 Vienna. WTD 1/67.

264 Converted paper, paperboard products

GERMANY—Planning panels, similar office organization aids, accessories. Ultradex-Planungsgeraete, Inh. Joachim Friedrich (manufacturer, exporter), 7880 Saeckingen, Postfach 106. WTD 1/67.

349 Fabricated metal products

NETHERLANDS—Tank vent check valves. Machinefabriek en Handelmaatschappij "WINEL" N.V. (manufacturer), 16 Havenkade, P.O. Box 70, Assen. WTD in preparation.

353 Construction, mining, material handling machinery

NETHERLANDS—Cable winches. Machinefabriek en Handelmaatschappij "WINEL" N.V. (manufacturer), 16 Havenkade, P.O. Box 70, Assen. WTD in preparation.

399 Manufacturing industries

AUSTRALIA—Artifacts, especially wood carvings depicting heads, sharks, crocodiles. L. F. McEachern (exporter), P.O. Box 407, Port Moresby, Territory of Papua and New Guinea. WTD 1/67.

PAKISTAN—Processed human hair, wigs. Cooperators International (manufacturer), 16/A Shahalam Market, Lahore 7. WTD 12/22/66.

509 Wholesalers

FINLAND—Costume jewelry. Firm seeks buyers or distributors. Illustrated catalog and price list available from Trade Opportunities Staff, BDSA-624, Rm. 4203, U.S. Department of Commerce, Washington, D.C. 20230. Ibero Oy (manufacturer), Tarkk'ampujankatu 12, Helsinki 10. WTD 11/29/66.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

AUSTRALIA—Edward Thomas Lloyd, Director & General Mgr., Lemar Industries Pty. Ltd., 182 Goulburn St., Sydney, N.S.W., **interested in domestic garbage disposers and small electrical appliances with a view to direct purchase or manufacturing locally under license.** Feb. 19 via New York for two weeks. Itinerary: New York c/o The Statler-Hilton Hotel, 7th Ave. & W. 33rd St., New York, N. Y. 10001; arriving Chicago Feb. 22 c/o The Sheraton; arriving Los Angeles Feb. 25 c/o The Mayflower, 535 S. Grand Ave., Los Angeles, Calif. 90017. WTD in preparation.

BRAZIL—Peter Koebsch, Herbert Ferramentas e Maquinas Ltda., Rua Visconde de Inhauma 50, sala 1217, Rio de Janeiro, ZC 05,

interested in representing U.S. manufacturers or exporters of auto parts and accessories, hardware and tools. Feb. 23 via New York for one month. c/o Brazilian Consulate General, 630 5th Ave., New York, N. Y. 10020. Itinerary: New York, Cleveland, Ohio, Chicago, others to be arranged. WTD in preparation.

GERMANY—Erich Martin, Liquid Gas Anlagen Union GmbH., 94 Oberlaender Ufer, 5 Koeln, **interested in locating U.S. manufacturers of oil-free compressors of piston and rotary type for hydrocarbons and ammonia, inert gas generators, gas detectors, gas mixing machinery for propane, butane and natural gas.** Feb. 20 via New York for three weeks. c/o The Willard Hotel, 15th St. & Pennsylvania Ave., NW., Washington, D.C. 20004. Itinerary: New York, Chicago, Milwaukee. WTD 12/15/66.

JAPAN—Kiyoharu Fukai, Sales Engineer, British Orient Ltd., Tokyo Branch, Daido Seimei Bldg., 1 Nihonbashi Tori 2-chome, Chuo-ku, Tokyo, **interested in becoming Japanese importer-distributor for U.S. aircraft electronic components and industrial measuring instruments.** Feb. 4 via San Francisco for 40 days. c/o Robert W. Hanson, Secretary Treasurer, Rosemount Engineering Co., 4900 W. 78th St., Minneapolis, Minn. 55424. Itinerary: Minneapolis, Chicago, Los Angeles. WTD Jan. 1967.

Toshio Sumino, President, Daiho Sangyo Co., Ltd., 1-5 Miami 1-chome Oyodo-cho, Oyodo-ku, Osaka, **interested in buying and selling automotive accessories,** and requesting technical information. Feb. 5 via Seattle for 24 days. Itinerary: 2/12-14 Chicago c/o Sheraton Chicago Hotel; 2/15-19 San Francisco c/o San Francisco Hilton Inn, San Francisco, Calif. 94128; 2/20 Los Angeles c/o Mayflower Hotel, 535 Grand Ave., Los Angeles, Calif. 90017. WTD 4/12/65.

KENYA—Sadrudin Jaffer, representing E. Fioravanti & Co. Ltd., Liwatoni Road or P.O. Box 9867, Mombasa, **interested in exporting from Kenya African art, wood carvings, skin goods, game trophies.** Jan. 26 via New York for six weeks. c/o C. H. Bilney, PRO-Assistant Cashier, Los Angeles Main Office, Bank of America National Trust & Savings Association, 660 S. Spring St., Los Angeles, Calif. Itinerary: one week in New York, itinerary to be planned after arrival. WTD 11/28/66.

PAKISTAN—Haji Ghulam Rasul, representing Ghulam Rasul Lalkothiwala & Co., 5 Landa Bazar, Lahore, West Pakistan, **interested in purchase of used civilian and military clothing for men and women, surplus parachutes and parachute cords excluding nylon, yarn art silk, waste worsted yarn, and selling oriental hand knotted woolen carpets and rugs.** Feb. 15 via Los Angeles for one month. c/o American Express Inc., Los Angeles, Calif. Itinerary: Los Angeles, Brooklyn, New York, Chicago, Detroit, Philadelphia. WTD 4/27/64.

SOUTH AFRICA—A. Bailison, representing L. Wechster & Co. (Ptv) Ltd., Delmark House, Cnr. Market & Delvers, or P.O. Box 8506, Johannesburg, **interested in appointing a U.S. representative to advise and guide in the purchase of household giftwares, stationery, bar accessories, women's and men's gifts, sundry gift items.** Feb. 20 via San Francisco for three weeks. c/o Prudential Shippers Corp., 855 Ave. of the Americas, New York, N. Y. 10001. Itinerary: San Francisco, Chicago, New York. WTD in preparation.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

CEYLON—The Ceylon Dept. of Government Electrical Undertakings has published an article dealing with the present and future plans for electric power generation. This seven-page report is available on loan from the Trade Opportunities Staff (BDSA-624), U.S. Department of Commerce, Washington, D.C. 20230.

GREECE—A table of purchases effected by the Public Power Corp. (PPC) during 1965 and 1966 and purchases planned for 1967 and 1968 by the PPC is available for review by firms domiciled in the United States from the Trade Opportunities Staff (BDSA-624), U.S. Department of Commerce, Washington, D.C. 20230.

The 67-68 figures in the table are rough estimates and total a proposed procurement equaling $56,710,000. Furthermore, this estimate does not include expenditures for the purchase of thermal and hydroelectric generating units envisaged in the PPC's ten-year program (1965-1974) for expanding the national power grid. Copies of this ten-year program, first made available on loan in February of 1966, are still available and may be requested concomitant with the request for the table described above.

INDIA—The Calcutta Metropolitan Planning Organization (CMPO) of the Government of West Bengal has completed its basic development plan, 1966-86, which contains a carefully prepared program of urban improvements in four centers in West Bengal: Calcutta, Haldia, Asansol-Durgapur, and Siliguri.

In essence, the plan calls for long-range development of such major urban facilities as bridges, roads, water, sewerage and sanitary facilities, schools, hospitals, new-towns. An advance copy of the plan has been abstracted into a concise four-page summary. This summary is available on loan to firms domiciled in the United States from the Trade Opportunities Staff (BDSA-624), U.S. Department of Commerce, Washington, D.C. 20230. At such time as the complete Basic Development Plan is received, this column will advise as to its availability either for loan from the dept. or purchase from the CMPO.

SINGAPORE—The Minister for Finance has presented to the Singapore Parliament the Government's budget estimates for 1967. A planned expenditure for development is included in this budget and is approximated at M$411 million (M$10. = US$3.33); M$151.3 million in the Government's sector and M$259.7 million for the various statutory authorities such as the Economic Development Board; Port of Singapore Authority, and the Housing and Development Board.

These planned expenditures for development include such major items as the Singapore Telephone Board's new automatic switching exchange; extension of the runway and other improvements to the Paya Lebar International Airport; construction of additional deep-water berths by the Port of Singapore Authority; and continued investment by the Economic Development Board in the Jurong Industrial Estate.

Financing for the development budget is planned from a variety of sources including loans from the World Bank and other international financial institutions as well as foreign assistance.

Details of individual projects will be released through this column as information is received.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-916, U.S. Department of Commerce, Washington, D.C. 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated January.

American Firms, Subsidiaries and Affiliates—Haiti.
Automotive Vehicles and Equipment—Importers and Dealers—Turkey.
Canneries and Frozen Foods—Producers and Exporters—United Kingdom.
Machine Tools, Dies, Other Metalworking Machinery and Industrial Furnaces—Importers and Dealers, Malaysia.
Machinery, Equipment and Supplies, Electrical—Importers and Dealers—Israel.
Machinery and Equipment, Farm—Importers, Dealers and Manufacturers—Malaysia.
Petroleum Products—Importers, Dealers, Producers and Refiners—India.

Ankara to purchase bread-making machinery

The Ministry of National Defense, Procurement Dept., Ankara, Turkey, wishes to purchase equipment for the Ankara Military Bread Making Plant, including machines for dough cutting and weighing, dough rolling, kneading, water measuring apparatus, and thermometers. The current capacity is 50,000 loaves per day. The bidders should indicate the capacities of the machinery offered. The current bid deadline is Feb. 15, but this may be extended.

A copy of the questionnaire to be filed with the bid is available on a short term loan basis to firms domiciled in the United States from the GIEC Division BDSA-588, U.S. Department of Commerce, Washington, D.C., 20230. (Telephone: 202 WO 7-5589).

New Books and Reports

***Overseas Business Reports*. U.S. Dept. of Commerce, Washington. $13 per year ($5 additional for overseas mailing), 15 cents per copy.**

Selling in Denmark. OBR 66-72. 16pp. The road to selling, commercial practices, marketing aids and government procurement are covered in this guide. There is also a section on requirements and regulations for business travelers.

Basic Data on the Economy of Argentina. OBR 66-78. 36pp. This booklet contains information on the geography, population, government, economy, industry, labor, finance and foreign trade of the South American country.

Basic Data on the Economy of Israel. OBR 66-79. 14pp. This contains the same topics as those listed in the book above on Argentina, and includes sections on development planning and economic outlook.

Establishing a Business in Belgium. OBR 66-80. 20pp. This book discusses the investment climate, legislation governing investment, business organizations, industrial property protection, employment and taxation, availability of capital, and basic economic facilities.

Foreign Trade Regulations of Surinam. OBR 66-89. 4 pp. This is a brief summary of trade policy, the import tariff system, special customs provisions, shipping documents, marking and labeling requirements, non-tariff import controls, export controls and U.S. controls.

Write: any Dept. of Commerce Field Office or the Supt. of Documents, GPO, Washington, D.C. 20402.

***Erlaubtes und Unerlaubtes in der Werbung* (Lawful and Unlawful Advertising) By Alfons Vogt. In German. Verlag Moderne Industrie, Munich. 1966 221pp. Approx. $6.15.**

The legal guideposts which must be observed by the advertiser who wishes to avoid violating local statutes or making himself liable to suit for damages change from country to country.

Drawing on his long experience as legal advisor to some of Germany's most important advertising agencies and large firms, Dr. Vogt guides the reader through the complexities of German advertising law and practice. Among the topics he covers are unclear advertising, such as that which might foster an erroneous conclusion on the part of the consumer, and forbidden advertising methods, as in the use of give-away promotions and the illegal use of personnel.

The several legal processes available in actions against advertisers are also discussed. American businessmen contemplating advertising campaigns in the Federal Republic, especially businessmen thinking of the gimmick or hard sell campaigns which have proven successful in the domestic U.S. market, may avoid difficulty and frustration by consulting this book before making firm plans.

Write: Verlag Modern Industrie, Munich, Germany.

***International Business: Environment and Adaptation*. By Roy Blough. Published by McGraw-Hill Book Co. New York. 373pp. $8.95.**

This book focuses especially on the major environmental factors that make the problems of international business different from those of domestic business.

It discusses cultural and economic factors and emphasizes why and how governments and intergovernmental organizations intervene when national boundaries are crossed by goods, persons, money or business.

Write: McGraw-Hill Book Co., 330 West 42nd St., New York, N.Y. 10036.

New business magazine aimed at Asian executives begun by Johnson Int'l

The first issue of *Modern Asia*, a business magazine for Southeast Asia, has just been mailed from Hong Kong to 12,500 Asian business executives, industrialists and government officials.

Published bi-monthly by Johnson International Publishing Corp. of New York, the magazine is in English with synopses of feature articles in Chinese.

The editor is David J. Roads, an American journalist with 20 years experience in Asia.

In addition to feature articles and national news items, *Modern Asia* contains information on personnel appointments in international businesses, fairs and exhibits, foreign and joint investments and an advertiser's index.

Write: Johnson International Publishing Corp., 386 Park Ave. So., New York, N.Y. 10016.

***Marketing Management Cases From the Emerging Countries*. Edited by Harper W. Boyd and others. Published by Addison-Wesley Publishing Co., Inc. Reading, Mass. 424pp. $10.50.**

This textbook contains 48 representative marketing problems from 17 countries. Emphasis is placed on cases dealing with such basic marketing strategies as product and product line, pricing, channels of distribution and physical logistics, advertising and personnel selling.

The book's approach is designed to minimize the difficulties inherent in using U.S. examples to illustrate marketing management in countries with completely different environment.

Write: Addison-Wesley Publishing Co., Inc., Reading, Mass. 01867.

***Communist Trade with Developing Countries*. 1955-65. By Carole A. Sawyer. Published by Frederick A. Praeger, Inc., New York, 1966. 126pp. $10.**

This study evaluates Communist trade with developing economies and analyzes the most important aspects of this trade. Over the past ten years the Communist countries have emerged from their economic isolation and have begun participating in international economic competition, particularly in the developing countries.

This book attempts to find an economic explanation for this new trade, rather than accepting the popular stereotype that the purpose must be political.

Write: Frederick A. Praeger, Inc., 111 Fourth Ave., New York, N.Y. 10003.

***Market Centers and Hinterlands in Baden-Wurttemberg*. By H. Gardiner Barnum. Published by the University of Chicago. Illinois. 176pp. $4.**

This is a study of retail activities and trade areas of 337 urban places and smaller centers in the southern German state of Baden-Wurttemberg.

The study compares its principal results with those of both classical studies in the same area and modern studies completed elsewhere, to see what conclusions can be drawn.

Write: University of Chicago Press, Chicago, Ill. 60637.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1967—251-960/31

Calendar *for international traders*

BIRMINGHAM—Feb. 13-14—Businessmen's consultations with **C. M. Eckman, member of U.S. trade mission to Libya, Tunisia, Morocco,** Commerce Field Office. Sponsor: Commerce Field Office.

CEDAR RAPIDS, Iowa—Feb. 21—Foreign Trade Bureau meeting, Roosevelt Hotel, 6 p.m. Sponsor: Chamber of Commerce.

CHARLESTON, W. Va.—Feb. 14—REEC Meeting, Charleston Press Club, 10 a.m. Sponsors: Commerce Field Office; REEC.

CHICAGO—Feb. 14—Automotive Exporters' Club, Builders Bldg. Sponsor: Commerce Field Office.

CHICAGO—Feb. 15-16—World Trade Conference, Palmer House. Sponsors: International Trade Club; Chicago Assn. of Commerce & Industry. **Speaker: E. E. Schnellbacher, BIC, U.S. Department of Commerce, Chairman and Moderator of Workshop Seminar** on "Opportunities in World Markets for Smaller Firms."

CLEVELAND—Feb. 14—"Latin America," Chamber of Commerce Conference Rm., 10:30-12:30 p.m. Sponsor: REEC; Commerce Field Office.

COSTA MESA, Calif.—Feb. 14—Export Expansion Seminar, Chamber of Commerce, 9:30 a.m. Sponsors: Chamber of Commerce; Commerce Field Office, Los Angeles.

DALLAS—Feb. 17—Management Training Seminar in Export Trade, University of Dallas. Sponsors: University of Dallas; Chamber of Commerce; REEC; Commerce Field Office.

DOYLESTOWN, Pa.—Feb. 13—Monthly meeting of International Trade Development Assn. of Bucks County, Conti Cross Keys Inn, 5:30 p.m.

JACKSONVILLE—Feb. 14—Export Conference, 2 p.m., Commerce Field Office. Sponsors: Commerce Field Office; U.S. Department of Commerce.

KANSAS CITY—Feb. 14—Meeting for Exporters, 6 p.m. Sponsors: REEC; International Trade Club; Commerce Field Office.

LOUISVILLE—Feb. 15—Annual meeting of Kentucky Travel Bureau Agents, Executive Inn. Sponsors: Kentucky Chamber of Commerce; Commerce Field Office; U.S. Travel Service.

MEMPHIS—Feb. 15—Mid-South Exporters' Roundtable Monthly Meeting, Hotel Claridge.

MEMPHIS—Feb. 21—World Trade Club, Hotel Claridge. Speaker: Ned Cook, President of Cook & Co., Inc.

MIAMI—Feb. 16—In-Office Export Workshop, Commerce Field Office, 10:30 a.m. Sponsors: Commerce Field Office; REEC.

MIAMI—Feb. 21—In-Office Export Workshop, Commerce Field Office, 10:30 a.m. Sponsors: Commerce Field Office; REEC.

MIDDLETOWN, Ohio—Feb. 13—Industrial Development Council Meeting, Manchester Motor Inn. Sponsors: Chamber of Commerce; Cincinnati Field Office.

MOBILE—Feb. 1-28—Product Exhibit for Alabama Manufacturing Exporters at International Trade Center. Sponsors: Alabama Export Council, Alabama State Docks, Commerce Field Office.

NEW YORK—Feb. 14—Luncheon meeting on "Modern Telecommunication, U.S. Business and the Law," Statler Hilton, 11:45 a.m. Sponsor: International Executives Assn.

NEW YORK—Feb. 15-17—AMA briefing session on "Operating Profitably in Venezuela, Colombia & Peru", Hotel Pierre. Sponsor: American Management Assn.

NEW YORK—Feb. 16—FCIB Drug, Chemical & Food Export Club Meeting, Advertising Club, 12:15 p.m. Sponsor: Foreign Credit Interchange Bureau.

NEW YORK—Feb. 21—FCIB Hardware Automotive & Allied Trades Group, 12:30 p.m., Advertising Club. Sponsor: Foreign Credit Interchange Bureau.

NEW YORK—Feb. 22-24—AMA briefing session on "Doing Business in and with Mexico," Hotel Pierre. Sponsor: American Management Assn.

NORRISTOWN—Feb. 13—Monthly meeting of World Trade Assn. of Montgomery County, Crossroads Inn, noon.

PARKERSBURG, W.Va.—Feb 16—Export Expansion Seminar, Chamber of Commerce, 10 a.m. Sponsors: Commerce Field Office, Charleston, W. Va.; REEC; Chamber of Commerce; Parkersburg National Bank.

PASSAIC, N.J.—Feb. 23—"Profits in Exports" meeting, Chamber of Commerce; Commerce Field Office, New York.

PHILADELPHIA—Feb. 14—Monthly meeting of Foreign Traders Assn. of Phila., Sheraton Hotel, 6 p.m.

PROVIDENCE—Feb. 21—Dinner meeting on trade exhibits, Providence World Trade Club, The Hummocks Restaurant.

ST. LOUIS—Feb. 14—Businessmen's consultations with U.S. Trade Mission to Libya, Tunisia, Morocco, Commerce Field Office. Sponsors: REEC; World Trade Club; Chamber of Commerce; Commerce Field Office.

ST. LOUIS—Feb. 21—"Show You" Export Workshop, Auditorium of the Federal Bldg. Sponsors: REEC; Commerce Field Office.

SAN DIEGO—Feb. 14—Foreign Trade Seminar on "Organizing for Foreign Trade," 7 p.m. Sponsors: REEC; Chamber's World Trade Committee; San Diego State College.

SAN FRANCISCO—Feb. 15—Export Finance & Insurance Seminar, Rm. 13211, New Federal Bldg., 9:30 a.m. Sponsor: Commerce Field Office.

SANTURCE, P.R.—Feb. 15—Export Expansion In-Office Conference, 9-12 a.m. Sponsors: REEC; Commerce Field Office.

YORK—Feb. 21—Monthly meeting of World Trade Council, Chamber of Commerce.

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U.S. Commercial Exhibitions in 1967

Some dates and locations may be changed

Feb. 1 - 19	**International Trade Fair, Accra, Ghana**
Feb. 28 - Mar. 20	**Tripoli International Trade Fair, Libya**
April 14 - 21	**MESUCORA—Measuring Instruments Fair, Paris**
April 25 - May 4	**International Engineering Exhibition, London**
April 29—May 7	**Hannover International Fair, Hannover**
May 26 - June 4	**Paris Air Show, Paris**
June 1 - 15	**I—TOUREX/67—tourism equipment exhibition at the International Samples Fair, Barcelona**
June 21 - 29	**ACHEMA—Chemical Equipment Fair, Frankfurt**
Aug. 1—10	**U.S. Packaging Machinery and Food Processing Equipment Exhibition, Mexico City**
Aug. 7 - 12	**International Engineering Exhibition, Melbourne, Australia**
Aug. 17 - Sept. 2	**New Zealand International Trade Fair, Wellington**
Sept. 15—24	**II—TOUREX/67—tourism equipment exhibition, Munich**
Sept. 28 - Oct. 4	**III—TOUREX/67—tourism equipment exhibition, Belgrade**
Oct. 6—12	**International Oil Hydraulic and Pneumatic Machine Fair, Tokyo**
Oct. 9—24	**International Trade Fair, Santiago, Chile**
Oct. 26—Nov. 4	**U.S. Industrial Equipment Exhibition, Taipei, Taiwan**
Oct. 28—Nov. 11	**Pacific International Trade Fair, Lima, Peru**